A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

PERIODICAL
READING ROOM

March 11, 1963

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Drawing on the reports of U.S. commercial attaches and other sources, 115 country specialists in the BUREAU OF INTERNATIONAL COMMERCE offer you trade and investment information on countries around the world.

Business Bulletins *from around the world*

ALGERIA—Yugoslavia to extend $10 million in credits to Algeria, repayable in 8 years.

Press reports say Japan to furnish: sufficient textile equipment in the next 6 months to cover 40% of Algeria's needs; equipment to "start" sugar industry (presumably, sugar-beet refinery); mill capable of treating up to 100,000 tons of scrap-iron per year; 15 fishing boats equipped with radar and refrigeration facilities; and equipment for petro-chemical industry, amount and nature unspecified. Japan will also send technicians to assist in construction and conduct training programs. Total value of equipment to be furnished estimated at $30 million. Reportedly, Japan has granted certain "payment facilities" and agreed to exchange portion of industrial imports for Algerian phosphate, iron ore, and other raw materials.

BURMA—All private and commercial banks nationalized by the Government on February 23, including 14 foreign banks of British, Indian, Pakistani, Dutch, and Chinese Communist nationality. Step reportedly taken to prevent large-scale bank funds withdrawals following recent announcement that Government to take over all export and import business, all rice trade, and some private industries. State promises foreign banks will be compensated within 3 months for original capital and accrued profits.

CAMBODIA—Information Ministry reports "important zone of silver-bearing lead," with traces of zinc, copper, and fluorine, discovered by French mining-survey team in southern Cambodia. Gold samples discovered in northwest and central regions sent to France for analysis.

ECUADOR—Flota Grancolumbiana steamship, *Ciudad de Quito*, was first to use $20 million facilities of new port of Guayaquil. With direct loading and unloading of ocean liners, port eliminates need for lighters and barges, saves labor, minimizes damage from handling of goods.

FRANCE—National Distillers and Chemical Corporation to sell its polyethylene manufacturing methods to Ethylene Plastique.

Symington Wayne Corporation of Maryland will set up Wayne-France to make distribution pumps for finished oil products, air compressors for lifts, rail and automobile suspension materials, etc.

IRAN—Industries and Mines Ministry approves application of Industrial and Mining Development Bank of Iran for establishing paper mill and glass factory. Mill to have annual capacity of 60,000 tons of paper, factory to produce 2 million square meters of glass per year.

ITALY—Parliament approves Italy's first law embodying guaranteed-annual-wage concept, providing for payment to 800,000 construction workers of up to 66% of wages lost due to bad weather for up to 40 hours per week. Financing to be entirely by employers, required to deposit 1% of workers' total earnings in special fund.

Budget Minister, National Planning Board chairman, reports draft 5-Year Plan covering 1963-68 period to be completed by Board before March 31.

U.S. firm, Acqua Chem, Inc., to build desalinization unit for Italsider's steel plant at Taranto. Hourly capacity to be 90 tons.

MEXICO—Government grants 25% subsidy on freight rates for semi-fabricated iron and steel products in transit for export. Additional 25% may be granted on finished products of same nature at discretion of Finance Ministry, which administers program.

NIGERIA—Pfizer Products International constructing $280,000 mill at Ikeja (near Lagos) for producing poultry and other animal feedstuffs. Two similar plants planned for other parts of country later. Pfizer already operating plastics factory and pharmaceutical plant in Eastern Nigeria.

Central Bank of Nigeria's foreign exchange holdings on February 15 stood at $187 million, down from $210 million in January. At same time Bank's holdings of Government securities rose from $2.5 to $30 million.

PAKISTAN—Petro-chemical plant, estimated at $63 million, to be established at Dhabeji, West Pakistan. Construction to start soon. Factory to use waste products of Korangi oil refinery for making certain chemicals and synthetic yarn.

Second oil refinery to be set up at Korangi, Karachi suburb at estimated cost of $14.1 million. Refinery, equipped to process 390,000 tons of crude oil annually, will be wholly Pakistani-owned and be completed by 1964.

PANAMA—Legislative Assembly on January 29 approved International Coffee Agreement.

PARAGUAY—New bids for construction of drydock and 3 ships to be opened Apr. 30, 1963. Under earlier agreement, Spain was to have done work.

Argentine firm, Petrominera, S.A., soon to operate new $1.1 million rock-crushing plant at San Antonio, just south of Asuncion on east bank of the Paraguay River. Plant, equipped with U.S. machinery, at full capacity to produce 220 metric tons per hour.

Paraguayan-Argentine group to open television station in Asuncion on May 14, Independence Day. Large market for tv sets, built to Argentine specifications, expected.

PHILIPPINES—Technical cooperation agreement with West Germany makes available $10 million in long-term-loan assistance for financing projects under Philippine Government's 5-year socio-economic plan. Two governments also to negotiate on ocean shipping, air traffic, mutual protection of foreign investments, and foreign-trade problems in 1963.

TAIWAN—China Man-Made Fibre Corporation (CMFC) in agreement with Chemtex Inc. of U.S. to produce dacron in Taiwan. Chemtex, making equity investment, to supply CMFC with machinery, technical skill, and raw materials. Another U.S. firm, TIM Corporation, also to make equity investment in project.

TURKEY—Crude oil production rose to 510,000 metric tons in 1962, 23% above 1961 level of 414,000 metric tons, and authorities predict another 20-25% increase for 1963.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

the cover

The Department of Commerce inaugurated celebration of its 60th anniversary last week with a 17-panel exhibit opened by Secretary Luther H. Hodges (left). The Secretary is shown with Representative Oren Harris of Arkansas (center), Chairman of the House Interstate and Foreign Commerce Committee, and Eugene M. Braderman(right), Director of the Bureau of International Commerce. Braderman points out, on one of the panels, the site of the March 11-19 Royal Netherlands Industries Fair in Utrecht, where the U.S. is inaugurating its commercial trade fair program. The entire exhibit will be shown throughout the country during the next several months. Display schedule is on page 5.

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formerly FOREIGN COMMERCE WEEKLY

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Exporters await impact of EEC's tariff adjustment

By WALTER BUCHDAHL

Office of International Regional Economics

EEC tariffs, both external ones applicable to imports from non-EEC countries and internal ones applicable to trade within the Community, will undergo considerable changes on July 1. Some of the changes in the external tariffs may be of major importance to the planning of U.S. exporters.

WALTER BUCHDAHL

The external tariffs of the constituent 4 customs areas of the EEC—France, Italy, the Federal Republic of Germany, and the Benelux countries—will at that date make their second move toward the Common External Tariff (CXT). The first alignment of the external tariff rates took place on January 1, 1961, one year ahead of the schedule prescribed in the Treaty of Rome. The second alignment was scheduled for the end of the second stage of the 12-year transitional period envisaged in the Rome Treaty, or on January 1, 1966. However, a decision of the EEC Council of Ministers of May 15, 1962, again accelerated the Treaty time schedule and this second tariff alignment was advanced to July 1, 1963—two and a half years earlier than originally planned.

Simultaneously the internal tariffs on non-agricultural commodities, which had already been reduced in steps by a total of 50% from their 1957 rates will be reduced another 10% on July 1, 1963, one year after the last adjustment, bringing the total of internal tariff reductions on these items to 60%. The internal rates still applicable to agricultural commodities will also be reduced another 10% which should bring the total internal reductions in this sector to 45%.

The adjustment of the individual member states' external duties will again consist of a move upward or downward, narrowing by another 30% the difference between the 1957 rates and the CXT rates. It should be stressed that the CXT rates for many commodities are no longer identical with the original rates published on January 1, 1960, but were changed by the 1960-61 tariff negotiations under GATT in Geneva. This does not mean, however, that the extent of the forthcoming changes in the national tariffs will be greatly different from that based on the first adjustment of January 1, 1961. In absolute terms, changes in the individual tariffs will probably be of the same general magnitude, because the January 1, 1961, move was made not toward the full CXT rates but to its rates reduced by 20% for most industrial commodities. This formula was used in anticipation of the "Dillon Round" tariff negotiations which had been expected to cause a 20% overall reduction of the CXT rates for non-agricultural commodities.

The second alignment of national rates, therefore, will be toward the CXT rates resulting from the 1960-61 GATT negotiations. However, not all industrial commodities were reduced by 20% during these negotiations—most chemicals, for instance, being excepted—and some industrial commodities were reduced by either more or less than 20%. Consequently the second alignment will, in some cases, be different from the absolute increases or decreases of the first alignment.

The following is an example for an alignment of national duties to the original CXT rate, and to the latter reduced by 20% as negotiated in GATT: electric washing machines for household use would have been subject, under the original CXT schedule, to a duty of 19% ad valorem applicable by 1970 or earlier. The German and Benelux duties would have been increased to this level, while the French and Italian duties would have descended to it. However, in the GATT negotiations this duty was reduced to 15%. (A straight 20% reduction would have resulted in a CXT rate of 15.2%; but, in order to arrive wherever possible at rounded figures, the duty was set at 15%.) This is, therefore, the new level which must eventually be reached in the individual country tariffs.

In the Federal Republic of Germany the duty on electric washing machines was 10% on January 1, 1957. The first 30% adjustment (an increase in the German rate by 30% of the difference between the 1957 and the reduced CXT rate, equalling 1.5%) resulted in the present German duty of 11.5%. On July 1, 1963, this duty should be increased by another 30% of the difference between the 1957 rates and the CXT rates as amended in the "Dillon Round" trade agreement negotiations or another 1.5%, thus leaving the future German duty after July 1, 1963, at 13% for the duration of the transitional period of the Rome Treaty. The Benelux duty should be increased from 8.8% to 11.5% on July 1, 1963, by following the same formula. The French duty, now 16%, should go down to the final CXT rate of 15% on the same date; and the Italian duty, now 23.5%, should be reduced to 18.7%. At the end of the third stage, possibly as early as January 1, 1967, all these rates should merge into the final CXT rate of 15%.

The figures shown in the above example, it should be cautioned, are tentative, based on the strict application of a mathematical formula. They should only be considered as illustrations of the scope of possible changes since individual member countries can modify their duties more rapidly than required by the Rome Treaty. Also the possibility of "rounding" may result in somewhat different figures. The actual rates applicable on July 1, 1963, will only be known shortly before that date as each member state complying with the EEC acceleration decision of May 1962 adjusts its duties and publishes them in its own national gazette.

the author

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There will be some instances where changes in the national duties will be more pronounced than in the example shown above, such as when the CXT duty was reduced by more than 20% during the "Dillon Round" negotiations. For example, styrene carried a rate of 14% in the original CXT. However, this rate was reduced by more than two-fifths to 8% during the "Dillon Round" negotiations. Consequently, the individual national rates which have to go up will increase more slowly, while the rates which must come down will decrease more rapidly.

The opposite holds true in cases where the second alignment will be made toward the CXT rates which were not reduced during the "Dillon Round" negotiations, but where the first adjustment was made to a CXT level reduced by 20%. In these instances, there will be steeper increases in rates which go up and lesser decreases in rates that have to come down.

Farm products

The external rates on agricultural commodities which were not covered by the acceleration decision of May 15, 1962, will not move on July 1, 1963. However, this will be only of significance for agricultural commodities which continue to be subject to external duties. Imports of agricultural commodities subject to the system of variable import levies will generally be regulated only by this device. Up to the present the variable levy system applies to grains, flour, poultry, eggs, and pork; and other products will probably be added in the near future.

Internal rates on industrial commodities will generally be reduced on July 1, 1963, by another 10%, thus leaving only a remnant of 40% of the 1957 rates still in the way of internal EEC exchanges. Agricultural commodities now subject to the variable levy system, of course, are in principle no longer subject to any duties either internal or external. Items not yet subject to this system will be adjusted by another 10% reduction of the internal duties.

July 1, 1963, will probably be of major importance to some U.S. exporters because of the effect of tariff changes upon their competitive position. There is no doubt that where national external rates increase while internal rates decrease the effort to maintain or expand present markets for U.S. goods will be adversely affected although the increase in tariff differential affecting such U.S. products may be slight.

In cases where national tariffs will decrease, the impact on the U.S. competitive position will be determined by the location of the major EEC competitor or competitors. If the major EEC competitor is located in a country whose external duties will decrease, the lower external rate should benefit the U.S. exporter since his EEC competitor will enjoy less protection.

If, on the other hand, the U.S. exporter's main market is also fought for by EEC competitors in other member states, the tariff impact on the U.S. competitive position will depend on the new differential between external and internal tariffs. In some instances this differential may very well be the same or close to the one that existed before July 1, 1963, in other instances the spread may become larger.

Commodities differ

The net effect of the increases or decreases in the external duties and the decreases in the internal duties can, of course, only be determined on a commodity-by-commodity basis for each member state of the EEC.

The imminent duty changes point again to the importance of generally lower CXT rates. Under the Trade Expansion Act, details of which have been reported on various occasions in this publication, the U.S. Government hopes to lower CXT rates on a reciprocal basis to a level which will enable the U.S. exporter to maintain and expand his sales in this vital market. The extent of the third or final adjustment of the national rates will therefore depend greatly on the scope and success of the planned negotiations.

The U.S. business community will be notified in this space as well as through our Field Offices as soon as the new adjusted rates are published, which may still be a few months away.

Cumulative impact of German tariff changes to be felt July 1

German tariffs will undergo extensive changes again in 1963, as the Federal Republic moves to implement the next round of EEC duty changes. In contrast to 1962, however, the frequency of tariff actions in Germany will be greatly reduced by withholding all changes contemplated during the first half of the year until July 1, when a completely revised tariff schedule will go into effect.

The 1962 German Tariff Schedule, as amended, will continue in force throughout the first 6 months of this year. The prodigious number of amendments during the past year presented a challenge to customs officials, and by year's end the number of installments for the official German customs journal hit an alltime record high. The more important changes were reported as they occurred in INTERNATIONAL COMMERCE.

To provide greater consistency in 1963, and thereby to permit more accurate price computations by foreign traders, German customs authorities intend to allow necessary changes to accumulate and enter into force simultaneously. Those which become necessary after the new schedule appears, effective July 1, are not likely to become effective prior to January 1, 1964.

In the nonagricultural sector, Germany's second 30% adjustment toward the EEC's Common External Tariff (CXT) will generally entail increases, in some tariff positions by as many as 4 or 5 percentage points. As pointed out in the preceding article, the exact extent of the increase for any given tariff position will be known only after the changes have been published. There are, on the other hand, some 100 positions for which the German rates must come down to meet the CXT. In such instances, it is anticipated that the Federal Republic will take advantage of its treaty rights and move directly to the proposed CXT. It is hoped that this will soften somewhat the impact of increases in the other positions.

Duty-free quotas to end

Many of the duty-free quotas benefiting the U.S. and other supplier nations will end during the first 6 months of 1963. For prefabricated houses and prefabricated building components the cutoff date is March 31. Other duty-free quotas, affecting some chemicals, crude aluminum and other raw materials, will end by June 30, except the full-year quotas for certain key materials such as newsprint. Commodities no longer eligible for duty-free quotas will be subject to a relatively low duty, effective July 1. This rate will still constitute only a fraction of duty which would apply if the full 60% harmonization were to be carried out for these products.

Lifting of nontariff barriers to U.S. exports proceeds; Europe major area of gains

Movement toward freer trade facilitated by GATT negotiations, other international forums, bilateral representations

Many potentially good export opportunities were opened for U.S. businessmen in the second half of 1962, as relaxation of foreign governments' nontariff barriers to U.S. exports proceeded.

Europe's liberalization of imports from the dollar area moved forward at a pace somewhat faster than in the preceding several months. In other regions of the world there was further liberalization also, although a number of countries found it necessary to intensify import restrictions. Despite temporary setbacks that centered on the developing countries, the trend was in the direction of increased facilitation of free-world trade.

Relatively large-scale decontrol actions on quantitative restrictions were taken by Austria, Denmark, Finland, Spain, and Japan; less significant liberalizations were accomplished by Israel, New Zealand, Pakistan, South Africa, and Syria. Residual, "hard-core" restrictions were narrowed further by Australia, Belgium, France, Italy, and Norway. Foreign exchange or prior deposit requirements were relaxed in Greece, Iran, and Nicaragua.

Quantitative and other nontariff import controls were imposed or expanded by Burma, Guatemala, India, Indonesia, Mexico, Surinam, and Turkey. Mixed actions, including some short-lived imposing or dismantling of restrictive devices, were realized by Argentina, Canada, Ceylon, Chile, Colombia, Korea, and Tunisia.

The movement toward freer trade was facilitated in part by negotiations under procedures of the 44-member General Agreement on Tariffs and Trade (GATT), both in special consultations and at the 20th session of the Contracting Parties at Geneva in the fall of 1962. In addition, the U.S. sought removal of restrictions through other international forums and in selective direct bilateral representations.

In continuing to pursue the goal of freer access to the world market for U.S. products, the Department of Commerce urges exporters to help it keep aware of all barriers. Examples of the application of foreign restrictive devices should be brought to the attention of the appropriate country desk in the Office of International Regional Economics, Bureau of International Commerce.

European barriers fall

Austria implemented an import liberalization plan which had established global quotas for first-half 1962 for most products remaining under quantitative import restrictions. These quotas, which greatly reduced discrimination against U.S. goods as opposed to third-country imports, were increased by 20% on July 1 and by another 30% as of October 1. Among commodities affected were furniture, gas ranges, cooking appliances, shoes, cosmetics, radio and television sets, textiles and garments, cleaning agents, tractors, and several chemical products. These steps were taken to dampen inflationary pressures resulting from a domestic economic boom plus full employment.

The Austrian licensing procedure for many liberalized goods from the U.S. was simplified. The requirement that imports of U.S. goods obtain an import license from the Austrian Trade Ministry well in advance of importation, even though the goods were free of quota limitations, was abolished. Licenses were granted automatically for liberalized goods, but the procedure involved time and expense. The same imports from most Western European countries were given automatic licenses from customs officers at the point of entry, which treatment U.S. goods now receive.

Belgium lifted all restrictions on imports of anthracite coal size 5 millimeters or above and containing 14% or less of volatile matter, effective September 1. This action applied to briquettes of anthracite also and was taken following the 1961-62 winter shortages of anthracite for household heating. Beginning August 1, the 1962 coal quotas were increased 10%, after reduction by the amount of anthracite tonnage imported in 1961; the U.S. quota for bituminous coal was increased to 424,300 metric tons annually.

Denmark materially modified import restrictions for the period July 1, 1962-June 30, 1963. Larger global import quotas, additional liberalization of imports, and a cut in the list of goods subject to bilateral licensing provided the most extensive market for U.S. products since Denmark established the system of exchange control in 1932. Among goods liberalized from July 1 were:

Citrus juices; lignite briquettes; steel wire-plating tubing; hygienic and pharmaceutical articles; binder twine; cask drums; taps, cocks, valves weighing under 3 kilograms; locomotive parts; railway and tramway track fixtures and fittings; and ships, boats, tugs and other vessels of less than 1,000 tons gross.

With this action, relatively few industrial items remain subject to import control.

Finland continued its steady liberalization of import licensing requirements by freeing 343 tariff items on December 14, including:

Certain fish; seeds for sowing; specified vegetable and animal oils; sulfuric acid; benzene; specified woven fabrics and net fabrics; used clothing and clothing accessories; specified articles of cement; glass mirrors; bottles; safes, filing cabinets; lamps and lighting fittings; airplane motors; vacuum cleaners; furnaces and ovens; electric induction and dielectric heating equipment; certain children's toys; lighters and smoking pipes; and vacuum flasks.

The majority of goods remaining subject to Finnish import licensing fall under the annually established calendar-year quotas of the global quota system. The Government increased remaining quotas so that in 1963 importers of goods still subject to global quotas could spend up to 20% more for their purchases abroad.

France on October 1 removed quantitative restrictions and licensing requirements on imports of battery-operated radios but continued to maintain them for certain other electronic products including transistors which had been scheduled for liberalization at that time. In addition, the French market was opened to U.S. fresh and frozen scallops by that Government's agreement, in response to a U.S. request, to recognize the U.S. Department of Interior "Certificate of Quality and Condition" as a certificate of wholesomeness.

Greece, under the Association Agreement between it and the European Economic Community (effective Nov. 1, 1962), took the first step in liberalizing prepayment requirements on imports of certain commodities. Cash prepayments were reduced to 126% of c.i.f. invoice value from 140% on Import Commodity

List F100, and to 63% from 70% on List F50. All commodities on List F200, a wide range of cotton, woolen, synthetic fiber, and silk fabrics which were subject to a prepayment of 280%, were transferred to List F100.

Italy removed import licensing requirements from several restricted U.S. imports under an agreement reached at the 20th session of the GATT, including:

Natural honey; raisins in packages under 500 grams; crude linseed oil; degras; macaroni; spaghetti, noodles, etc.; iodine; iodides, oxyiodides, iodates, and periodates; terpeneless essential citrus oils; mixtures of two or more odoriferous substances, with a base of citrus essence; firearm powder; prepared explosives; and parts of projectiles and ammunition.

Norway, effective July 1, freed several commodities from import license requirements and issued a new global import quota list to run until the end of the quota year, June 30, 1963. Liberalized were certain oils—crude and refined soya, cottonseed, ground nut, and coconut; also biscuits and wafers, soap powder and some detergents; doors and frames; stationery; and furniture. Some quota-list items were removed from import control on January 1, 1963, and so received only half-year quotas.

Spain on June 29 issued its seventh list of liberalized items since July 1959, effective from July 16 for the largest part of the approximately 450 items, and November 1 and January 1, 1963, for some items. Some 20 additional items were liberalized individually before the end of the year, indicating a change to short and frequent lists from the large lists. Products freed in July included:

Dried milk, honey, meat juices and extracts; coal tar; vegetable tanning extracts; photographic chemicals; disinfectants and insecticides; artificial leathers; various handtools; abrasives; asphalt manufactures, asbestos articles; copper sheets and strips; tin bars and shapes; lighting equipment; various musical instruments; and various office supplies.

Subsequent liberalizations affected several iron and steel products and peanuts and peanut oil, among others.

In one deliberalization action, Spain imposed licensing requirements on used, reconditioned, surplus, or otherwise devalued material or machinery from abroad.

African relaxations

The **Republic of South Africa,** following the fall GATT consultations under Article XII (Restrictions to Safeguard Balance of Payments), made further relaxation over the selective decontrols effected earlier in the year. Further import liberalization had been urged be-

International side shown at Commerce anniversary

Secretary of Commerce Luther H. Hodges last week opened an exhibit marking the 60th anniversary of the founding of the Department of Commerce. The ceremony was held in the Commerce Department lobby.

Three of the 17 panels shown to the public were devoted to the international side of commerce which is promoted through overseas trade centers, trade missions and trade fairs. Included was a model of the recent U.S. exhibit in Mexico City.

The entire exhibit was on display in Washington all of last week and is now in Philadelphia—the first stop on a tour of 17 major cities—until March 18 at the Philadelphia National Bank.

After the Philadelphia showing, the exhibit will be taken to the following cities:

Pittsburgh, March 25-April 1 (City-County Bldg.); Cleveland, April 8-15 (Union Terminal Concourse); Detroit, April 22-29 (City-County Bldg.); Chicago, May 6-15 (Harris Trust & Savings Bank); Kansas City, May 20-27 (Ward Parkway Center); Denver, June 3-10 (Western Federal Savings & Loan Assn.); San Francisco, June 24-July 3 (site unknown at present);

Los Angeles, July 8-22 (State Museum of Science & Industry); Phoenix, July 29-August 5 (site unknown); Dallas, Aug. 12-19 (Love Field Terminal); Houston, Aug. 26-Sept. 2 (site unknown); New Orleans, Sept. 9-16 (site unknown); Birmingham, Sept. 23-30 (site unknown); Atlanta, Oct. 7-14 (Atlanta Merchandise Mart); Greensboro, Oct. 21-28 (site unknown); and Richmond, Nov. 4-11 (Federal Bldg.).

of-payments developments. More than 50 items were removed from the "restricted list," making them importable under quotas for category B goods (for which total allocations of import permits in 1962 were 40%—to be increased in 1963 to 45%—of an importer's 1959-60 assessment basis). Products involved include trailers for use with tractors; fencing material; electric irons, motor starter assemblies; and plain tissue paper. Cameras and motion picture film, flower and other seeds, photographic chemicals and paper, cause of continuing favorable balance- and various office equipment, were transferred from the quota list to the more liberal permit list.

Tunisia revised its liberalized list of imports in December, adding a few products including:

Nonelectric central heating apparatus household articles and sanitary ware of iron or steel, and electric heating appliances including water heaters, bath heaters, house heating apparatus, barbers' dryers, curlers, etc., electric irons and resistances.

Although a substantial number of commodities was placed under quantitative restrictions, including lumber, iron and steel products, air conditioning equipment, tractors, electrical controls, and some aluminum plates, sheets, and strips, the limitation does not apply to goods imported under foreign assistance programs. As all but about $1 million of U.S. exports to Tunisia each year are aid-financed, the real effect of this action was felt by France.

The Government prohibited import of the following commodities in earlier actions:

Storage batteries mounted on imported vehicles except special batteries not manufactured locally, varnishes, paints, water and oil pigments, turpentine, synthetic paints and lacquers and other related products.

Far East actions mixed

Australia on October 17 removed from licensing controls a residual list comprising all but five categories remaining from a big relaxation in February 1960. Among products liberalized were textiles and apparel, canned fish, aluminum, chinaware and earthenware, sheet glass, toys, footwear, synthetic resins and molding compounds, and cameras.

Licenses no longer are required for imports of such goods. Excluded from this move were the following items which have been subject to import licensing since the end of World War II: Roller and ball bearings, used machinery or equipment and parts for earthmoving or construction purposes, and aluminum and aluminum products. In addition, temporary quantitative restrictions on lumber and penicillin and streptomycin, imposed in July and August 1962, were retained.

Indonesia on October 1 depreciated the average rate of exchange for imports by instituting a major reclassification of import commodities, in five groups according to essentiality, and by increasing certain import surcharges. The new system officially recognized the previous exchange practice, i.e., that foreign exchange would be supplied by the Government only for the most essential commodities, Groups I and II, in accordance with

allocations under the foreign exchange budget, while other imports had to be financed under special exchange permits known as SIVA's.

Imports of rice, fertilizers, raw cotton, and selected goods used in production of export commodities now are made at the official rate of 45 rupiah per U.S. dollar. Other fairly essential imports in Groups I and II for which official foreign exchange is granted are subject to price component levies of 100 to 500%. SIVA-financed imports—except for commodities in Groups I and II which may be imported with SIVA's without the surcharge—are subject to surcharges of 100 or 600% (assessed at the official rate) depending on the essentiality of the import goods.

Under the new regulation, all family-type cars are included in Group IV, for which a 600% surcharge is added to the open-market cost of the SIVA's. Previously, importation of passenger cars exceeding $2,000 f.o.b. price was prohibited.

Japan announced on October 1 another significant liberalization of 230 import items, all of which were added to the Automatic Approval (AA) import licensing category. Under the AA system, import licenses for covered items are issued automatically to importers at a foreign exchange bank. Items placed on the AA list include:

Crude oil for refining, all refrigerators, motor scrapers, diecast machines, metal rolling machines and their rolls, automatic vending machines, certain electric generators, 16 mm. projectors and fountain pens.

A new foreign exchange budget for second-half fiscal 1962 (through March 31, 1963) provides for $4,402 million, 11% greater than in the preceding period. The commodity import portion of this budget increased 1% over the preceding semester but was 10.6% smaller than the corresponding 6 months of the 1961 fiscal year.

The import deposit rate for some 300 items were cut sharply on December 13, as part of the Government's program to ease its tight money policy now that the balance-of-payments situation has improved substantially. The maximum rate was reduced to 5% from 35%. In general, the deposit rate for raw materials was reduced to 1% from 5, for office equipment to 1% from 10, and for consumer goods to 5% from 35.

At the end of 1962, Japan still maintained a high level of import controls relative to other major trading countries.

Korea's second-half 1962 trade program began with essentially the same content as that for the first 6 months, with some changes in listings of authorized and prohibited import commodities. In many instances, enlargement of the lists merely represented a more detailed spelling out of items which formerly were covered in basket categories or otherwise were not specifically indicated. Additions to the permitted import list included raw logs and lumber, ammonium sulphate for industrial use, direction finders, weighing and measuring instruments, certain steel, and pasture seeds. A few items, including tooth paste and certain finished pharmaceutical preparations, were prohibited importation. Some items were transferred from the authorized import list to a list requiring prior approval by the Ministry of Commerce and Industry (MCI). They included glucose powder, railroad ties, aluminum, radios, television equipment, air conditioners and tape recorders.

Amendments to this trade program, effective October 31, removed 82 items from the automatic approval import list, 65 of which were removed from the approved list altogether. A continuation of the Government's restrictive import policy, the action was designed to restrict imports of nonessential items. Among commodities deleted were:

Certain filament yarn, aluminum foil, casein, certain chemicals, phonograph records, musical instruments, and cellotape. Items newly subject to MCI approval include crude sugar, condensed and powdered milk, dyestuffs, perfumes, photographic supplies, foreign movies, and machinery and equipment except measurement instruments and imports with AID funds.

New Zealand's licensing schedule for the period July 1, 1962, to June 30, 1963, holds imports to a level of $715-730 million compared with $832 million for the preceding 12 months. Nevertheless this represents a considerable easing over the balance-of-payments-induced supplementary licensing allocation of calendar 1961 to cover the first 6 months of 1962; only limited provision could be made for additional imports up to June 30, 1962. Licenses are issued for from 33⅓ to 100% of the totals issued for individual items in base-year 1960, with a substantial number of items grouped in the 50- and 75% categories.

The 1962-63 schedule was revised in October, increasing basic allocations for 134 import items, mostly consumer goods, and for token import license scheme covering 144 items, also many consumer goods. Products affected include glassware, tractors, domestic sewing machines, toys, gloves, cameras, and photographic equipment, firearms, cutlery, and watches. Special consideration is to be given to higher allocations for imported raw materials to maintain production at 1960 levels.

New Zealand also relaxed considerably the licensing of motor-vehicle imports. Foreign motor car manufacturing companies willing to expand their assembly plants in the country are permitted to bring in the necessary capital in the form of motor vehicles.

Near East, South Asia act

Burma in late September and early October amended its open general licensing procedures, under which most of the import trade of the country is conducted. Any firm registered as an industrial importer under the Registration Order of 1954 was permitted to import a specified list of commodities, including:

Plastic molding powder and pellets; gums, resins, rosin; glass bottles; tanning extracts (except gambier); certain chemicals; carbon black, graphite powder; lithopone; refrigerant gases; tire cords; plasticizer and stabilizer.

Foreign firms operating in Burma were notified that they could not import any goods under open general licenses Nos. I through IX except under No. II. Deletion was ordered of certain petroleum products from open general license No. I, which had been in effect since January 1959. Importers must obtain an individual license to import goods no longer covered by open general license or which are not applicable to a particular class of importer.

Ceylon allocated about $1.7 million to replenish, by December 31, 1962, consumer stocks of imports banned in the first 6 months of the year. Principal items covered were automotive, bus, and truck chassis, and satin and crepe piece goods. Then, individual license requirements were extended to additional products, culminating in an October 11 action placing all goods previously imported under open general license under individual licensing—except foodstuffs, petroleum fuel, fertilizers, and drugs.

India faced with a critical foreign-exchange shortage and increased defense requirements, moved on December 24 to ban or reduce imports while assuring an adequate flow of material to export and defense-oriented industries, for the fiscal half-year October 1962-March 1963. The total foreign-exchange allocation for imports is 5% or about $17 million less than in the preceding April-September semester. Imports were banned or quotas reduced on a wide range of consumer and other less essential goods, including raw materials for luxury and semiluxury arti-

cies, and for many industrial goods of an essential nature which India claims are available from domestic production now. Overall cuts of 30 and 10% respectively were imposed on imports of passenger car components and radio parts, and substantial cuts were expected in components for such luxury items as radios, refrigerators, and air conditioners.

Licenses issued against U.S. non-project loans were not affected by the quota cuts.

Iran extended the list of goods, raw materials, and spare parts importable by collection drafts, in a September 3 action easing foreign exchange regulations on imports for the year ending March 20, 1963. Affected commodities, which may be imported by collection drafts whose maximum maturity period will be 9 months from the date of the bill of lading, include:

Fixed-oils, fatty acids; sulfur; kaolin; colophony, coumarin and non-hardened artificial resins; varnishes; transmission and conveyor belts; weighing machines; taps, corks, and valves; apparatus for regulating, cutting, etc., electrical current; tractor components and parts; and medical and surgical instruments and apparatus.

Israel announced in October the addition of some 550 items and subitems to the list of goods which may be imported without import licenses, now including nearly half of all imports. Among significant items liberalized were:

Chemicals, most spices, many types of paper and cardboard, a wide range of man-made continuous and discontinuous fibers and yarns, various glass products, roller bearings, passenger cars except those driven by compression ignition engines, agricultural tractors over 61 hp., 16 mm. projectors, and some types of scientific instruments, tape recorders, and pianos.

Nearly all these items were imported in the past, however, and the principal effect of this step is to reduce the paper work involved in importing them.

Pakistan continued its liberalized import policy with its July-December 1962 program. Described as extending the scope of import liberalization, the list of importable items contained the following new items:

Food colors; record players and record changers, and their parts, accessories, and needles; electrical instruments, apparatus, appliances, and accessories; and building and engineering materials.

The foreign exchange ceiling was raised for imports of tractors, insecticides, and materials and equipment for the boat and fishing industries.

Syria lifted restrictions on imports of automobiles and other gasoline-operated vehicles, but the foreign exchange for passenger cars, motorcycles, and bicycles must be supplied from importers' accounts abroad.

Turkey reinstituted the temporarily eliminated cash deposits required with import license applications on 84 items or about one-third of the global quota items, effective August 20. The deposits, dropped for the earlier part of 1962, range from 10 to 40%, depending on the number of applications in relation to the quota amount. The action was designed to reduce over-application and speculation in licenses.

Western Hemisphere restricts

Argentina adopted a number of measures in the last half of 1962 to control the types of commodities which may be imported. Techniques included surcharges and prior deposits on imports and on exchange futures. Some restrictions were imposed on a temporary basis, others with no time limits.

An additional surcharge of 5% on all imports except newsprint and medicine, and excluding imports from Latin America Free Trade Association (LAFTA) countries, was imposed in October. This surcharge is assessed on top of surcharges ranging from 20 to 200% of c. and f. value, plus another 100% tax in effect since January 1962 on all luxury and nonessential goods and which has been extended 1 year beyond its scheduled expiration on December 31, 1962.

Measures of short duration included a 100% prior deposit, imposed in July on most imports (but no LAFTA-origin goods), which was to be retained for a period of 180 days but was removed in September. A 50% prior deposit requirement on purchases of exchange futures was reinstituted in July and eliminated in November. An emergency 20% surcharge on most non-LAFTA imports, imposed in April, was canceled as of September 1. One of the only two outright import prohibitions, covering commercial imports of passenger cars weighing more than 1,500 kilograms and costing more than $2,000 f.o.b. factory value, was lifted. Such cars, however, are subject to a surcharge of 1,000 pesos per kilogram.

Canada imposed surcharges of 15, 10, and 5% on 3 import schedules covering about half of its total imports, effective June 25, following a serious loss of foreign exchange reserves. As the situation improved, the 5% tax was removed on October 17 from some categories of industrial machinery and equipment of a class or kind not made in Canada, largely all machinery composed wholly or in part of iron or steel, not elsewhere provided for, and complete parts. A second relaxation of the 5% charge, effective November 15, covered all fish, food, and agricultural products. At this time, the Government also reduced the surcharge on electric refrigerators and freezers and on Oriental rugs and carpets to 10 from 15% and eliminated the 15% tax on pretzels, the 10% levy on ambulances, and the 5% tax on certain printing machinery not made in Canada. These moves involved about 17% of the total import trade affected originally. The Government stated that the remaining surcharges were temporary and would be removed as soon as circumstances permit. A further widespread relaxation was effected February 20, 1963.

Chile's foreign exchange crisis at the end of 1961 led to estabilshment of a dual exchange system early in 1962, which was maintained throughout the year. In addition, permitted and prohibited lists of imports were set up. High surcharges, except into four free zones, were placed on many imports still permitted importation. These surcharges ranged from 0.1 to 200%. In June a five-category list of prior import deposits ranging from 10 to 5,000% was established, plus a 10,000% category added in August. As foreign exchange reserves continued to decline, still higher surcharges were placed on imports in October. Many of these surcharges were reduced by the end of the year, however, and it was expected that further reductions would ensue in the early part of 1963.

Colombia transferred a varied list of products from the free to the prior import license list in July, then by a decree of September 18 transferred all but 18 tariff positions from the license-free to the prior-license list, to be effective through December 31. Confronted by a financial crisis, the Government on November 7 prohibited all imports temporarily. This was eased partially on November 19 to permit limited imports of essential products, and in another step toward resumption of more normal trade patterns, about 190 import tariff positions considered essential to the economy were transferred to the license-free list effective December 6. Finally, some 65% of the tariff positions were shifted from the prohibited to the prior list by a decree of December 17.

Guatemala imposed foreign exchange controls on virtually all international transactions, effective October 13, ending the free exchange system which had existed since 1925. The need for the

measures was attributed to the substantial loss of foreign exchange because of excessive luxury imports and the flight of capital. Imports from Central American countries were not subject to these regulations. An essential list of 47 categories of products was issued for which official exchange would be granted at parity (1 quetzal = US$1). Nonessential imports were to be financed by exchange obtained at official auctions or through the free market by the purchase of exchange certificates. No auctions have yet been held.

These regulations were relaxed effective November 25 when the Bank of Guatemala announced that it would grant exchange without restriction to importers of nonessentials up to 50% of the amount importers brought in during November and December 1961. This policy was extended to cover first-quarter 1962 imports of such products.

Mexico's extension of import control to more and more items proceeded apace in the second semester of 1962. Restriction of imports of luxury goods, products made in Mexico, and merchandise for which a Mexican product can be substituted, affected such items as:

Certain buttons; certain iron and steel washers; electric fans and ventilators; certain machines and apparatus for grading products; air purifying machines; caffeine and its salts; acetone; metal-working presses; rheostats; certain rubber tires; activated carbon; flat files; prepared foodstuffs and edible preserves; industrial sewing machines and parts; pressure guages; brushes for electric dynamos and motors; electric wattmeters; certain steel tubes used in making engine piston rods; and certain measuring devices and apparatus.

Controls on the last-named were lifted at the beginning of 1963, however. At year's end, about 66% by value of Mexico's imports were subject to import controls.

Nicaragua's improved foreign exchange position permitted a second reduction during 1962 in the prior deposit requirement for imports classified on List 2 of "lesser essentials." The new reduction to 40% of c.i.f. value from 90%, effective November 13, followed an earlier cut to 90% from 100%. The 100% deposit required for List 3 items (considered nonessentials) was not changed; there is no prior deposit in connection with importation of List I items (essentials).

Surinam, in the face of a deteriorating foreign exchange position, placed all imports under license and a 15% advance deposit requirement beginning in August. However, licenses are granted freely, and the advance deposit figure was reduced to 10% on February 1, 1963.

Nearly 1,000 businessmen from midwest meet in Chicago to promote world trade

26th annual conference discusses advantages, problems, and solutions in exporting; speaker warns against apathy

"In recent months things have been happening too fast and in too many quarters to keep a clear picture as to where we are and where we are going", Carl J. Gilbert, chairman of the Committee for a National Trade Policy and chairman of the board of the Gillette Co. told the 26th annual Chicago World Trade Conference at their second general session March 5.

"We manage to live and to live normal lives", Gilbert said, "in a state of semi-mobilization for a war which, if it should come, could involve the destruction of civilization. We take as normal the daily patrol contact with the east in a hundred places despite the explosive implications involved. But we must ever be aware that if we are lulled into security, negligence or lethargy, we will hand victory to our adversary.

"This must be the central point in our planning in the areas of trade and investment, as well as in defense and politics," Gilbert warned the nearly 1,000 midwestern business leaders assembled for the second session luncheon. "There is little likelihood that we will ignore these responsibilities in the military field. The danger is that in the less dramatic areas of economics we will fail to take the broad objective look at problems and solutions undermining our own positions and sapping the strength which in the end will be more important than military power in deciding the outcome of the cold war."

Gilbert urged the group to understand that their firms cannot afford to be excluded from the rich and growing European market. He suggested restrictions to trade must be fought with every weapon that can be mustered, but he pointed out that "we are at a disadvantage if we practice at home the very things we condemn abroad. There are few forms of trade restrictions which we have not practiced ourselves", he pointed out, "and many of which we have invented."

He said that one of the basic conditions of continued freedom and miiltary strength is a strong, prosperous, and ever-more-closely-knit free world community. "Freer trade is an important road to this," he said. "The Trade Expansion Act of 1962 provides the vehicle by which this element of foreign economic policy can be carried out."

Speakers at the Tuesday morning session included A. R. Gale, president of Studebaker International; A. R. Wayne, president of Abbott Universal, Ltd.; Randal B. Borough, general marketing manager, Ford International; H. A. Shelby, treasurer, John Deere S. A.; Andrew Brainerd, attorney; Theodore Wolfson, president of Business Builders International. Robert W. Sarnoff, chairman of the board of the National Broadcasting Co., addressed the dinner Tuesday evening on television's role in the American Democracy.

The day before, at the Conference's first luncheon meeting, Brooks McCormick, executive vice-president of the International Harvester Co., called attention to the trade possibilities in developing countries.

"Western Europe, with its hard currencies, is our main trade target. It will remain so in the foreseeable future. But probably the greatest untapped wealth in the world is the potential consuming power of the 2½ billion people who are now trying to exist on annual incomes of maybe $60 or even $75. That market can be developed. It will take courage. It will take work. It will take vision. But it will almost certainly have to be done through foreign trade.

Imports exceed aid

"Headlines over a Washington dateline keep us thinking of those newly developing areas in terms of the grants and loans we extend to them. But U.S. imports from those countries provide them with a dollar exchange four times greater than our economic aid, and 10 times

greater than U.S. capital invested in those countries," McCormick told his audience.

"I remind you of these factors only to indicate that opportunities for trade are available—whatever course negotiations follow in the European trade blocs. But this is not a polyanna pledge that every day in every way our foreign trade must get better and better. We're in for a competitive test like nothing we've had to face before. To borrow a phrase from my company's farm customers, it will be rough as a cob.

"As each new area is open to freer competition in the world market—and I believe they will be—we're going to find ourselves matched against foreign firms that don't have to concede us an inch when it comes to industrial and commercial know-how. Our main problem will not be so much the opening of new markets, either here or abroad. It will be competing with the new generation of European and Asian businessmen.

"They can often match us in what used to be our strongest points: New capital equipment, credit facilities, preparation of bids, assistance from government and embassies, product quality, delivery and after-sales service. Their wage rates are rising. But they still enjoy dismaying wage differentials over us.

"Most important, they are hungry. They have the psychological advantage of the confident underdog without many of the actual disadvantages.

"We are entering a competitive free-for-all. The U.S. will need to draw on every economic resource to come out a winner. American firms presently in the field are, by and large, doing a good job. But we need more of our firms battling for those overseas markets with a greater diversity of goods. It has been estimated that not more than 2 or 3% of the 400,000 U.S. business firms that might export are doing so."

The first general session of the conference opened Monday morning with Charles A. Hofstetter, vice president of Ace Fastner Corp., Chicago, introduced as panel chairman by Robert J. McGorrin, president of the International Trade Club of Chicago. Also serving on the panel, which discussed exports, imports, and services, were the following:

Robert J. Falsey, manager of international operations, U.S. Industries, Inc., Production Machine Division; John A. Miguel, Jr., vice president, exports, Zenith Sales Corp.; John R. Staley, vice president, traffic, Quaker Oats Co.; Norman R. Sackheim, president, Heads and Threads Division of MSL Industries, Inc.; and Roy Erikson, general manager, International Division, Whirlpool Corp.

"You can't sell them if you don't know them," Falsey told the group as he advocated better orientation towards overseas selling. "It is not enough," he told the group, "to sit over here and wait for inquiries to come in. When sales leads do come in, we cannot expect to handle them by mail. Certainly not the kind of expensive, technical, capital goods equipment we sell (metalworking presses).

"From the beginning, we realized that we would have to offer more personal service . . . more comprehensive assistance . . . at the point of sale. We, therefore, arranged to provide local representation around the world.

"To keep the organization running smoothly, we have a number of direct representatives who permanently reside overseas, and a traveling top management crew, who reside here in Chicago. And I do mean traveling. For instance the president of our company, E. P. Cunningham, told me recently he had logged 73 trips to London in the past 10 years."

Mr. Miguel, in his talk, told the group that the saying "as consumer goods go, so goes the economy" is not necessarily true in the exporting field. He discussed the many restrictive and punitive regulations being exercised by foreign countries against many types of American consumer goods for certain political rather than economic reasons. The U.S. Government must take positive action against these restrictive regulations," he warned, "so that U.S. manufacturers will have the necessary freedom to offer trade that is mutually beneficial to both countries.

The meeting witnessed the presentation of 9 "E" awards to Chicago firms prior to the luncheon (see story on page 10 in this issue).

EEC president says 'Kennedy round' GATT talks should treat farm tariffs

Walter Hallstein, President of the Commission of the European Economic Commission (EEC) recently told a Washington press conference that preparations for the forthcoming "Kennedy round" of GATT negotiations are moving ahead of schedule and a GATT Ministerial meeting is now scheduled for Geneva in the middle of May. He observed that agricultural commodities should be included in the tariff negotiations, and said he expected the negotiations on agricultural commodities to include consideration of the price levels to be established for these commodities within the EEC.

President Hallstein conferred in Washington with President Kennedy, Secretary of State Rusk, Secretary of Agriculture Freeman, and Christian Herter, the President's Special Representative for Trade Negotiations.

President Hallstein said that the ultimate purpose of the EEC's Common Agricultural Policy is definitely not to make the EEC self-sufficient in agricultural commodities. He also stressed that the EEC is concerned with the implications of the recent drop in U.S. exports of certain agricultural commodities to the EEC for U.S.-EEC political relations.

Concerning the market for U.S. poultry in the EEC, President Hallstein emphasized that EEC policy would be re-examined by the Commission in the near future and that the Council of Ministers would also be considering the problem. A major difficulty, he said, is the legal one connected with those regulations already agreed upon by the EEC. Hallstein expressed hope that a solution could be found which would enable both the U.S. and the EEC to have a fair share of the EEC market. He said that chances were good for such a solution, and that he did not expect the restrictive poultry policy to spread to other agricultural commodities.

President Hallstein said he believed that the United Kingdom would eventually enter the EEC, but that the exact time and conditions would have to await future developments. In the meantime, he pointed out, both sides must consider a number of devices to prevent worsening of relations.

He declined to prophesy the type of arrangements which would be worked out, but said the interim solutions might range all the way from ordinary diplomatic communications, a consultative agreement similar to the one existing between the U.K. and the ECSC, or some type of association agreement.

He said he did not think that the veto of U.K. membership would have a long term harmful effect on the life and present working of the EEC, and that the EEC was here to stay.

Hawaiian group 200th to win 'E' award; 15 others cited

Trade associations, photographic equipment firms, visitors bureau, hotel group, bus line and manufacturing companies recognized for active support of U.S. export expansion and tourist programs

A series of 5 early March "E" award ceremonies held in Atlantic City, N.J.; Chicago, Ill.; Honolulu, Hawaii and Washington, D.C. added 16 new names to President Kennedy's "E-for-export" honor roll.

The 200th "E" winner, the Hawaii Visitors Bureau, represented the first award to a Hawaiian group.

Other new "E" winners included 4 photographic equipment firms, 2 trade associations, a bus line, a hotel chain and 7 Chicago-area manufacturers.

Illinois firms added

In conjunction with the Chicago World Trade Conference, 9 new "E" awards were publicized on March 4. Chairman Neil C. Hurley, Jr., of the National Export Expansion Council represented Secretary of Commerce Hodges, at this ceremony. Over 1,000 manufacturers, export executives and members of the Chicago Regional Export Expansion Council witnessed the awards to:

Chicago Dial Company, Denoyer-Geppert Company, Greyhound Corporation, International Harvester Company, Miehle-Goss-Dexter International Company, Pick Hotels Corporation, the Skil Company and Soiltest, Inc.—all of Chicago—and the Stephens-Adamson Manufacturing Company of Aurora, Ill.

The Air Transport Association became another "E" winner on March 4 as Secretary Hodges presented a pennant and citation to ATA President Stuart G. Tipton in Washington.

Another March 4 ceremony in Atlantic City was held during the annual convention of the Master Photographic Dealers' and Finishers' Association. Four citations were presented to Cinefot International Corporation, New York City; Hudson Photographic Industries, Inc., Irvington-on-Hudson, N.Y.; Sawyer's Incorporated, Portland, Ore., and Whitehouse Products, Inc., Brooklyn, N.Y., by Nathan Golden, director of BDSA's Scientific, Photographic and Business Equipment Division.

On March 5th, The Proprietary Association of Washington, D.C., received an "E" award. National Export Expansion Coordinator Draper Daniels presented a citation and pennant to Dr. Howard A. Prentice, Executive Vice President of the association in a Washington, D.C. ceremony.

The first Hawaiian "E" ceremony honored the Hawaii Visitors Bureau on March 6th. The award was given by John W. Black, Deputy Director of the U.S. Travel Service to David Benz, president of the Visitors Bureau in the Governor's office in Iolani Palace.

Variety of programs

Highlights of the new "E" winners' activities in export expansion work and promotion of foreign tourist interest in the U.S. follow.

● Air Transport Association, a national trade and service organization representing U.S. domestic and international scheduled airlines, was cited for working continuously to develop travel to the U.S. Its international promotion efforts involved a wide variety of programs and its suggestions for streamlining requirements and procedures for visitors resulted in the elimination of many time-consuming formalities.

ATA was also cited for its efforts to promote exports and obtain more simplified shipping requirements.

● Chicago Dial entered the export business 3 years ago. Since then it has developed overseas sales for its TV safety glass tube shields representing 21% of its total sales.

● Cinefot International does a combined export manager business and has helped a number of U.S. manufacturers of photo equipment to redesign and market their products abroad. It participates in international trade shows and maintains a mailing service on new photographic developments to some 2,500 overseas photo firms.

● Denoyer-Geppert used trade fairs and multilingual texts to help sell its globes, maps, charts and anatomic models in many nations. Even the Soviet Union has bought some of its visual-education aids.

● Greyhound worked with airlines and hotels to set up a number of fixed-price tours of the U.S., took a Scenicruiser bus on a tour of Europe to help in its multilingual advertising program and enlisted the services of some 2,000 overseas tourist agency offices to help sell tours of the U.S.

● Hawaii Visitors Bureau staged promotions in Australia and Japan to promote travel to the State of Hawaii. Advertising campaigns in newspapers and on TV were undertaken, Hawaiian entertainers made public appearances overseas, "Travel to Hawaii" posters were printed in Japanese and distributed and a new travel film is being produced with a Japanese sound track and titles.

In 4 years, Australian travel to and through Hawaii has shown a marked increase—25% in 1961 alone. The Japanese travel market has shown a splendid potential and it is estimated 25,000 to 50,000 Japanese will visit Hawaii once foreign-exchange restrictions are lifted by the Japanese Government.

● Hudson Photographic, a manufacturer of photo accessories in the low-price field, decided to develop an overseas business in 1959. Company officials made market surveys abroad. In 1960 overseas sales accounted for 18% of total production and increased by 100% in 1961. Today the firm has dealers or distributors in 35 countries.

● International Harvester, long one of the nation's leading exporters of automotive and farm equipment, put on a successful drive in 1962 to meet President Kennedy's suggested goal of a 10% increase in exports. New products were introduced, new markets developed and sales in 138 established markets increased.

● Miehle-Goss-Dexter expanded its sale of printing equipment against severe overseas competition through salesmanship, quality products and service. It also introduced a new type of press for more economical newspaper production that won acceptance in the developing nations.

● Pick Hotels established a sales representative in Europe to work with airlines and other organizations to induce European business and professional groups to visit the U.S. on study tours. In 1962, with the aid of bus companies and multilingual personnel, it hosted more than 30,000 members of 199 European organizations on specialized tours ranging from U.S. laboratories to fruit-marketing facilities.

● Proprietary Association, a trade organization of manufacturers of nonprescription drugs and medicines, has advocated international trade, helped manufacturers with export seminars and aided in increasing overseas sales by working to eliminate import barriers of various nations.

● Sawyer's originated the minature or 16-mm. View-Master line of color stereoscopic reels and viewing equipment. It has developed worldwide markets for its color scenic views and has photographers busy in various parts of the world adding new reels of pictures.

● Skil Corporation pushed sales of its power tools into more than 70 countries by exhibiting in trade fairs and through a multilingual sales campaign. It developed a new type of power tool in 1959 and by 1962 had sold more than 1,900 units abroad.

● Soiltest developed a system and equipment for testing soils, concrete, bituminous products and various materials used in highway, airport, dam and other construction. It has built up sales representation in 90

countries, sold its products in 112. Exports now represent more than 50% of total sales.

● Stephens-Adamson is a firm engaged in the engineering, manufacture and installation of material-handling equipment and the manufacture of specialized bearing units. Export sales have increased by more than 100% since 1960 and now account for 27% of the firm's total sales.

● Whitehouse Products makes a diverse range of cameras, photographic supplies and other products. It bagan developing overseas markets in 1960 by participation in trade fairs and trade centers. Export sales have increased by from 100% to 400% each year since. One product, a low-cost camera for certain types of technical and professional work as well as amateur snapshots is now being heavily exported.

MOVIES VS. TV IN AUSTRIA

Austrian movie attendance has been dropping and probably the most important reason is competition from television. There were about 366,000 TV subscribers in Dec. 1962. Other factors include the steady increase in private auto ownership and the rather small number of quality films.

Field Office opens in Wisconsin

A new Field Office of the Department of Commerce has just opened in Milwaukee to service Wisconsin business firms and organizations, Secretary of Commerce Luther H. Hodges has announced.

The office is in Suite 1201 of the Straus Building at 238 West Wisconsin Avenue. Pending appointment of a permanent manager, James F. Weldon, a business analyst from the Chicago Field Office, is in charge.

Until now, the Wisconsin business community has been provided Commerce Department services by the Chicago and Minneapolis Field Offices.

"The primary mission of the new Milwaukee office," said Secretary Hodges, "is to disseminate business information and provide advisory and consultative services to Wisconsin business firms and organizations.

"At present, the new office will give major emphasis and effort to export expansion. We are most anxious to help Wisconsin's business firms increase the sale of their products in foreign countries, and thus realize Wisconsin's excellent export potential."

As they sew, they reap

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

New York—Singer Sewing Machine Co., with 50,000 employees operating outside the U.S., is perhaps one of the oldest and most consistent U.S. foreign traders.

Last October, Singer drew a deep sigh and, looking to new challenges in tune with jet age atmosphere, lowered the shades on a magnificent era, an elegant, glittering period overflowing with romantic drama.

For on last October—significantly, the historical minded management selected Columbus Day—Singer moved from its patched-up brick building in lower Manhattan, where for half a century previously the Singer flag proudly flew in warm salute whenever a returning Singer man arrived from a journey across the seas and entered into the home stretch of the Hudson River.

The other day, from the window of the new Singer offices on the 61st floor of Rockefeller Center, we looked down upon the *France, United States* and *Leonardo da Vinci,* snugly resting at their piers, for Singer still feels rapport with the briny deep and the sights of ocean-going ships bring nostalgic memories of swashbuckling adventure.

Singer men still turn up in remote jungle compounds, palm shaded atolls and desert villages, still occasionally ride mules, jeeps, camels, and even elephants to deliver machines to a remote community so isolated that the inhabitants, long familiar with the name Singer, have never heard of the U.S.

Singer, 112 years old, covers the world with a mapmaker's patience to do 55% of its volume abroad and claims to operate in more countries of the free world than the State Department has yet discovered.

Singer was exporting when Millard Fillmore was the 13th President of the U.S., and just as clipper ships, with their wide spread of canvas, were beginning to put to sea. The initial Singer shipment abroad left in the year that New York City began paying its firemen and the police force commenced wearing uniforms.

The first Singer overseas plant, located in Scotland, has been 80 years in operation, tracing its debut to the reign of Queen Victoria.

Elliott E. Vose is vice president in charge of Singer's Latin American sales and a member of the New York Regional Export Expansion Council. Recently, looking beyond the mounds of paper that pile his desk to the sweep of river and the Jersey shore, he took a long pull on a pipe filled with enough tobacco to exchange smoke signals with friendly pygmies along the Amazon River.

"I believe those of us who have distribution are going to have to help others to begin in export," he told us. "This may mean broadening our line to become agents of other products than our own manufacture.

"Such products should be allied and their mechanics easily understood by the men selling them, sold primarily by the same dealers and distributors, but there is no reason why such pooling of interest should not work profitably for both.

"The mental block that confronts every potential exporter is the imagined complexities of getting started. What we must do in the Export Expansion Councils is make things look as simple as they are, come out swinging against the closing of frontiers to U.S. products, as even our friends are doing many places—not by duties, but by decree—and get businessmen to travel abroad oftener.

"New exporters will find that people in Latin America are susceptible to quality products fairly priced as are people everywhere."

U.S. Trade Mission to Belgium scheduled for June 1-July 2

Six fields of experience to be represented in the group which will center activities around Antwerp and Brussels

A U.S. Trade Mission will operate in Belgium during the 4½-week period June 1–July 2, 1963, the Department of Commerce has announced.

The Mission's activities will be centered around Brussels and Antwerp. In each of these cities, Trade Information Centers will be established for private consultations with Belgian businessmen. The Mission will also visit Belgian centers of industry and commerce where they will meet with local businessmen and visit plants.

The Mission will include 5 or 6 U.S. businessmen selected from six fields of experience, as follows:

- Metalworking: Expert in a wide range of the latest types of special and universal precision machine tools. Expert in uses of specialized and/or automatic machinery and machine tools in manufacturing plants in a highly developed economy. Able to discuss Belgian potentials for specialty machine tools adapted to existing production methods and U.S. machine tool characteristics and capabilities. Knowledgeable of U.S. sources of supply, price ranges, delivery time, and the competitive superiority of U.S. equipment.

- Plastics materials: Broadly experienced in thermosetting, thermoplastics, and cellulosic materials, including general knowledge of latest production methods and technology as well as processing and machinery required to produce finished plastics products. Knowledgeable of trends in end uses of plastics products, particularly for building and packaging and other industrial and consumer applications.

- General industrial equipment: Knowledgeable of the widest range possible of industrial equipment. Experienced in production equipment field; knowledge of plant and equipment requirements and capable of advising on availability, costs, potentialities, performance, and maintenance of U.S. industrial equipment.

- Casual apparel and accessories: Broadest possible experience in merchandising, women's, misses', and children's casual wear and their accessories; knowledgeable of widest variety of products and able to discuss U.S. sources of supply, marketing channels, quality, style, design, delivery time, and effective merchandising techniques.

- Sporting, leisure, and hobby equipment: Knowledgeable in U.S. sources of supply and trends in all sporting goods, including fishing tackle, camping and picnicking goods; knowledge of handicrafts, toys, games and dolls.

- Processed and specialty food products: Broad experience in marketing widest range of grocery manufactures, including canned, dehydrated, frozen and other preserved or prepared foods. Knowledge of U.S. sources of supply and trends.

Try out BIC's Business Proposal free service

Send data by April 15 for Trade Mission to Belgium; answer six questions

U.S. businessmen interested in initiating or furthering business in Belgium may utilize the free Business Proposals service of the Bureau of International Commerce's Trade Mission Program. The Trade Mission to Belgium will visit that country June 1-July 2, 1963.

If you have a product or service to sell, if you are looking for an agent or distributor, or if there is any other kind of business arrangement you wish to explore in Belgium, simply write a letter to the Director, U.S. Trade Mission to Belgium, Trade Mission Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to the same addressee at any of the Department's Field Offices.

Business Proposals will be printed in booklet form and distributed to the Belgian business community before the Mission's arrival. These booklets will contain your proposal, not your firm's name and address. Mission members will discuss these Business Proposals with interested businessmen during their visit in Belgium.

The Mission Director will notify you which firms were interested in your proposal(s) so that you can follow up these initial contacts.

To submit a Business Proposal, please answer all the following 6 groups of questions on company letterhead and submit them, together with a carbon copy, by April 15 to the address just given.

1) What products or service do you wish to sell (provide) or purchase (offer)?

2) Do you wish to export directly? Do you wish to appoint an agent? If you are interested in appointing an agent, please describe the type of agency arrangements you desire and whether this agent will be your exclusive representative in the country or region. The Trade Mission will NOT endeavor to locate an substitute for an exclusive agent.

3) Do you wish to import for your own account or to act as an agent?

4) Are you interested in a direct investment or joint venture? If so, describe your proposition briefly including whether your contribution will consist of one or more of the following: Materials and equipment; know-how and services; capital.

5) Are you interested in licensing a qualified firm to manufacture your product abroad? If so, provide a brief description of the agreement you would consider.

6) What type of company is best qualified to transact your business?

Furnish additional data

Support your Business Proposal with information and enclosures necessary to make the most effective selling approach. This may consist of data regarding the size and scope of your firm, credit references, catalog pages, prices, and other information which describes your product or service. You may wish to mention firms with which you are presently doing business in the country to be visited. Price information should include c.i.f. quotations, if possible.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client.

If your firm offers a wide variety of products, summarize them by commodity group in the Business Proposal letter.

As these Business Proposals must be shipped abroad and transported by the Mission throughout the country visited, please limit your enclosures. You will have the opportunity to furnish additional material when the Trade Mission advises you of a contact established.

Market profile—Belgium

Population: 9,228,729 (Dec. 31, 1961), 784 per square mile, one of most densely populated countries.

Area: 11,775 square miles, slightly larger than state of Maryland.

Language: Flemish in northern and western Belgium, and French in the south and east. Brussels is bilingual.

Chief Cities: The 5 principal cities account for about one-fifth of total population. Brussels, capital and largest metropolitan area, 1,437,756; Antwerp, 837,052; Liege, 609,146; Charleroi, 466,494; and Ghent, 461,115 (Dec. 31, 1961).

Gross National Product: OEEC estimate, 1960 at market prices in current prices, $12.16 billion.

Motor Vehicles Registered: 1,134,595 of which 935,638 were private automobiles; motorcycles, scooters, etc., not included (Aug. 1, 1962).

Radios and Television Sets: 2,612,850 radios and 820,709 television sets (licensed as of Dec. 31, 1961). Broadcasting is Government monopoly.

Telephones: One for each 8 persons. Over 90% of telephones equipped for country-wide automatic dialing. Total subscribers, 823,643 (Dec. 31, 1961).

Electricity: 1,605 kilowatt-hours consumed per capita (1961). Characteristics: Varies according to city: 110/220, 220/440, 50 cycles d.c.; 110/220, 220/380, 50 cycles a.c.

Communications: 6,200 miles of Government highways, and 25,000 to 30,000 miles of other roads and streets; 2,928 miles railway network, 551 of which electrified; 983 miles inland waterways. Major international airports at Brussels and Antwerp.

Exchange Rate: Official currency is the Belgian franc (1 franc = $0.02). Official and free markets. Official market rate maintained between 49.625 and 50.375 francs per dollar. In free market all currencies negotiated at freely fluctuating rates.

Economy: Predominantly industrial and relying highly on foreign trade. Poor in natural resources except coal; imports raw materials for processing and manufacture for reexport. Economic life based on private enterprise. Major industries: Iron and steel, nonferrous metals, metal manufactures, glass, textiles, diamond cutting, and chemicals. Coal production, 21.5 million tons in 1961.

Belgium-Luxembourg (BLEU) Foreign Trade (in millions of dollars):

	1959	1960	1961
Total imports (c.i.f.)	3,442	3,957	4,219
Total exports (f.o.b.)	3,295	3,775	3,924
Imports from U.S. (c.i.f.)	325	391	375
Exports to U.S. (f.o.b.)	436	358	361

Principal Imports From U.S.: Grains and grain preparations, nonelectric machinery, automobiles, and other vehicles, cotton, chemicals, and pharmaceuticals.

Principal Exports to U.S.: Iron and steel, diamonds, glass, nonferrous metals, and textile products, including carpets.

Trading Partners (1961): Suppliers, and percent of total BLEU imports: Federal Republic of Germany, 17.8; Netherlands, 15.3; France, 14.7; U.S., 8.9; United Kingdom, 7.5; and Italy, 2.7.
Customers, and percent of total BLEU exports: Netherlands, 23.4; Federal Republic of Germany, 15.4; France, 11.2; U.S., 9.2; United Kingdom, 5.3; and Italy, 3.2.

6-week seminar on exporting planned by Chicago club

Top trade executives to talk on basic international trade problems March 19—April 23

Beginning March 19 and continuing through April 23, the International Trade Club of Chicago will conduct a six-week Seminar on Principles and Techniques in Exporting. Lecture-discussion sessions will be held in the La Salle Hotel on six consecutive Tuesdays from 6:30 to 8:30 p.m.

The seminar program is designed for firms new in or contemplating entering the export field, and for less experienced personnel of organizations established in foreign markets. Lecturers are top level international trade executives, specialists in the fields they will cover.

Registration is open to non-member as well as member firms. A charge of $7.50 for non-members is the total cost for the series.

The program includes:

March 19—Exports: What to Export, When and How—J. Theodore Wolfson, President, Business Builders International, Inc.;

March 26—Export Market Research—Thomas H. Miner, President, Thomas H. Miner & Associates, Inc., and Russell Baker, Senior Partner, Baker, McKenzie & Hightower;

April 2—Selling Your Product Abroad—Howard J. Fremont, Export Manager, Ekco Products Co., and Frederick J. Gonzalez, Export Manager, Bell & Howell Company;

April 9—Banking, Financing the Export Sale—Richard Bronwell, Chief of International Trade Division, U. S. Department of Commerce Chicago Field Office, John Jones, Assistant Cashier, Continental Illinois National Bank and Trust Company, and John R. Konz, General Credit Manager, Brunswick International, C.A.;

April 16—Insuring Your Exports—Martin H. Plotnick, Owner, Martin H. Plotnick & Co.;

April 23—Shipping Your Exports—Robert E. Hartke, Manager, Wm H. Muller Shipping Corp.

Registration may be made by writing the club offices, Suite 218, LaSalle Hotel.

Costa Rican economy rises as domestic sales pick up; political fears subside

Likely entry into Central American common market boosts trade; lack of funds for local costs prevents use of foreign loans; U.S. share in expanding foreign trade slips fractionally

Economic activity in Costa Rica during the last quarter of 1962 showed more briskness than usual. Business picked up in an atmosphere of domestic political stability and heavy year-end spending despite some uneasiness regarding the Government's monetary policies. Domestic wholesale and retail sales reach an-all-time high.

The Costa Rican Government continued to face knotty budget problems but managed to finish the year without serious disruption of its operations. New tax measures helped increase revenue, and external loans eased the situation. The new budget approved for 1963 is about 2% lower than the 1962 budget. International reserves were adequate for current needs, but left no room for complacency, especially in the light of a major trade imbalance.

Costa Rica's impending entry into the Central American common market, possibly in March, acted as a stimulant to commerce and industry.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Domestic sales high

Domestic sales. wholesale and retail, during the fourth quarter were at an all-time high.

This is partially attributed to the Government's prompt payment of the Christmas bonus to its employees, and a general feeling of confidence this year in contrast to apprehensions a year earlier when the country's presidential campain was in full swing.

Construction activities in San Jose were brisk during the quarter. Work on the new Central Bank and the new Supreme Court building was carried on at an accelerated rate. Ground was broken for a 588-bed hospital and an office building for the Social Security Institute of Costa Rica. Existing industries which began new plant facilities include Atlas S.A. (commercial refrigerators), Inplana S.A. (plastics), and Galletas Pozuelo (cookies and crackers). Florida Ice and Farm Company's new brewery was nearing completion.

President Orlich announced that his administration had reduced by 90% the 180 million colones (6.65 colones equal $1) fiscal deficit that it had encountered on taking office in May. He attributed the reduction to increased Government revenues and a $10 million U.S. loan.

At the end of November a new Government ordinary budget was approved for 1963, with expenditures and revenues balanced, as required by law, at 415 million colones. The administration's original budget submssion had been for 441 million colones. A rough preliminary estimate placed expenditures under the 1962 ordinary budget at 431 million colones; complete data on revenues is not yet available.

A new amendment to the income tax law went into effect November 16 designed to tighten collection procedures and offer a discount for advance payments. Collections were reported at 23 million colones in November and December, compared to the usual 2 million colones collected during the period.

The Central Bank's international reserves were $11.6 million at the end of the quarter, compared to $10.3 million at the end of December 1961. An International Monetary Fund (IMF) consultation team visited Costa Rica in October, and at the end of 1962 the Government entered into a new IMF Stand-By Agreement providing for drawing rights up to $10 million.

Costa Rica continued to draw against the more than $50 million in loans signed with the U.S. and international leading agencies during 1961 and 1962. Considerably less than half this amount had actually been drawn by the end of 1962, largely because of Government difficulties in meeting local currency costs of projects. Negotiations continued for additional external loans, including projects for rural credit, housing, electric power development, road construction, cooperatives and livestock development.

Foreign trade rises

Latest available trade data showed that imports totaled $79.7 million as of September 30, 1962, while exports were $68.1 million. Figures for the corresponding period in 1961 were $78.3 million and $64.6 million respectively. The U.S. supplied 44.9% of registered imports, compared to 45.5% during the same period in 1961.

Considerable publicity appeared in the Costa Rican press in mid-October over the increasingly great volume of contraband trade entering the country. In addition to intensifying efforts to curb this trade, which reportedly has made serious inroads into the country's customs receipts, the Government also took action agains importers who willfully falsify documents on their import shipments.

The quickening of industrial activities was characterized by openings of small industries producing mainly non-durable consumer goods.

Government interest in industrial diversification, expected early entry into the Central American common market and general availability of financing for imported production equipment continue to stimulate industry. Local banks have increased the limits on their industrial loan portfolios and a number of Latin

American and European firms have shown interest in locating in Costa Rica.

Contracts for 14 new industrial projects and 1 plant expansion were approved under the 1959 Industrial Encouragment Law during the fourth quarter. Total estimated investment in these new projects was 9.5 million colones. The 3 larger plants will produce galvanized sheets and other galvanized and corrugated items (principally roofing), paper products, and footwear. Another contract was approved for a glass factory that will start producing containers and expects to expand into other glass products.

Recent developments regarding the larger new enterprises included Industria Nacional de Cemento, which proceeded on schedule with installation of a cement plant and let contracts for road and building construction. Another cement plant is being considered by the Ministry of Industries. FERTICA also neared completion of its $7 million fertilizer plant near Puntarenas.

The Firestone Tire and Rubber Company received preliminary approval for its tire plant project, in preference to the GINSA (Guatemalan) tire plant application. However, the Ministry of Economy refused to grant the exemption from income and property taxes for which it had applied.

Refinadora Costarricense de Petroleo completed negotiations for a contract to build and operate a 5,000 barrel-a-day petroleum refinery in Limon. Financial and technical backing is being supplied by Allied Chemical Corporation. The contract, which has been attacked as creating a monopoly, is now in the Legislative Assembly for consideration and approval.

Productos de Concreto received a $270,000 International Finance Corporation loan for expansion of its prestressed concrete construction products plant. The IFC also purchased $76,000 worth of the company's stock.

Market treaty

Costa Rica completed the last executive step for joining the Central American common market in November by signing Annex A to the General Treaty, which deals with Intra-Central American tariffs on those products temporarily restricted from complete free trade. All of the treaties and protocols have been submitted to the Legislative Assembly for ratification. These bills will be considered during the present extraordinary sessions.

It has been predicted that the common market "package" will be approved by the end of March, with the Third Protocol, which will virtually complete the common external tariff, entering into effect by that time if the required ratifications from other Central American countries are deposited. The prospect of prompt Costa Rican entry has stimulated industrial and commercial plans, although some industrialists have been hesitant and worried over the future.

French language material

The U.S. Embassy, Conakry, Guinea, would appreciate regularly receiving 10-15 copies of any illustrated brochures, calendars, or informational booklets which are published in the French language by U.S. companies.

Brochures on the plywood and aluminum fabricating industry, aircraft, automobile, food & drug industries would be of particular interest.

Appropriate material may be mailed directly to the U.S. Embassy, c/o Commercial Officer, Conakry, Guinea.

Turkey to buy $161 million in PL 480 commodities

The U.S. Department of Agriculture has concluded a 3-year, $161 million Food for Peace agreement which will help Turkey meet its expanding needs for wheat, fats and oils. Payment will be in Turkish lira.

Turkey has agreed to buy 48 million bushels of wheat valued at $82.4 million, 496 million pounds of cottonseed or soybean oil worth $60.3 million, and 66 million pounds of inedible tallow valued at $4.5 million. Turkey will also bear the estimated $13.8 million ocean transportation costs of shipping these commodities.

Sales will be by U.S. private traders under purchase authorizations to be announced later.

Most of the lira received in payment will be used to further Turkey's economic development: 63% will be set aside to finance economic development projects, and another 17% will go for loans to U.S. and Turkish private enterprise. These loans will be administered by the Agency for International Development (AID), U.S. Department of State, Washington 25, D.C. Information regarding the loans is available from AID.

Trade review, outlook in 7 industries

The Commerce Department's Business and Defense Services Administration has released the 1962 foreign trade figures for 7 U.S. industries, and issued predictions concerning their 1963 trading performances.

In reading the accompanying table, bear in mind that the U.S. enjoys a heavy trade advantage in shipments of pharmaceuticals, scientific and process-control instruments, and textile machinery, while we are at a disadvantage in meat shipments and the 2-way trade is relatively balanced in the other 3 industries (except the military electronics category).

Thus, a projected 1.4% rise in pharmaceutical imports constitutes a value increase of only $80,000, while a 1.5% boost in U.S. pharmaceutical exports will mean a $4 million gain.

Industry	1962 Record Exp.	1962 Record Imp.	1963 Outlook Exp.	1963 Outlook Imp.
Electronics				
Consumer products	0	+35 %	+ 9.1%	+20 %
Phonograph records	— 8.5%	+ 9.8%	— 6.7%	+11.1%
Military and industrial products	+42.1%	+83.8%	+37.5%	+30.2%
Electron tubes	— 9.1%	+51.6%	+ 8.3%	+48.2%
Electronic components	+19.2%	+49 %	+19.3%	+22 %
Boatbuilding and repairing	+ 6.6%	—18 %	+ 3 %	—12 %
Farm machinery and equipment	+ 4 %	+24 %	+ 4 %	0
Pharmaceuticals	— 1.2%	+ 0.1%	+ 1.5%	+ 1.4%
Textile machinery	+ 1 %	0	+ 5 %	0
Meat	— 4.5%	+19 %	+ 1 %	— 6 %
Scientific and process-control instruments	+35 %	+16 %	+33 %	+12 %

WHO GOES THERE?—An Ethiopian camel sniffs suspiciously as one of his mechanical successors passes by. A World Bank road development loan to Ethiopia will help crowd this old campaigner out of the picture.

Ethiopian roads get $13.5 million World Bank loan

Will build 2 roads and 6 bridges; survey need for proposed new road

The International Development Association (IDA), an affiliate of the World Bank, has loaned the equivalent of $13.5 million to Ethiopia for a continuing program of road development.

Better roads have reduced Ethiopian travel time and transport costs to a fraction of their former level; opened new areas to production, making possible an increase in the output of various crops both for export and for home markets; induced a shift from subsistence to cash-crop agriculture; and extended the reach and effectiveness of governmental administration.

The highway network now comprises 3,200 miles of all-weather roads, all of which are under routine maintenance. In addition, 530 miles of new roads are under construction. Procurement of equipment for projects financed by World Bank loans is through competitive international bidding.

The new loan will provide the foreign exchange needed to complete the new roads now being built; to build 2 new roads with a total length of 135 miles, 6 small bridges, and to asphalt some 500 miles of roads. It will also finance the procurement of accounting machines for the Imperial Highway Authority and the foreign exchange costs of consultants to assist the Authority in organizational and engineering matters. Finally, it will pay for a feasibility study of a proposed road through the Awash Valley leading ultimately to the new port of Assab, which can now be reached from Addis Ababa only by a mountainous and much longer route.

The new roads consist of a 70-mile road between Lekempti and Ghimbi and a 65-mile road between Agaro and Bedelle. Both extend into agricultural areas, and one will provide access to a mining area in the Lekempti vicinity.

Bridges planned

To facilitate transportation until the Agaro-Bedelle road is built, 6 small bridges are being built across the main rivers between Bedelle and Gore.

About a third of Ethiopia's highway network is now surfaced with asphalt. Growing traffic volumes, heavier vehicle loads and greater speeds now call for more extensive paving. The asphalt surfacing of 500 miles of existing roads will improve vehicle efficiency, reduce vehicle operating costs and decrease road maintenance expenditures.

Consultants will be recruited to supervise construction of the 2 new roads. Another consulting firm will be retained to carry out the survey and feasibility study of the Awash Valley road.

The total cost of the project is estimated at the equivalent of $23.2 million.

Great Lakes rates change

Members of the American Great Lakes-Mediterranean Eastbound Freight Conference have announced reactivation of their Freight Tariff effective March 5 for rate quotations April 4, 1963.

There will be some Tariff changes and interested parties are invited to contact Conference representatives for rates.

Conference members are: American Export Line Concordia Line—Great Lakes Service, Fabre Line, Hellenic Lines Limited, Mediterranean Star Line, Montship-Capo Great Lakes Service, Nedlloyd Line, Niagara Line, Orient Mid-East Great Lakes Service, Watts Line Mediterranean Service, and Zim Israel Navigation Company.

AID loan will buy U.S. goods for private Pakistan firms

The Export-Import Bank has authorized a $2.5 million credit to the Industrial Development Bank of Pakistan for relending to private medium-sized Pakistan business concerns which wish to purchase U.S. equipment.

Under arrangements for use of the credit, a wide variety of Pakistan industrial enterprises will be eligible for subloans. Among them are food processing, air conditioning and refrigeration manufacturers, chemical producers, manufacturers of textiles, leather and rubber products and of construction machinery, light engineering and minerals development firms, and others as approved by Eximbank. Requests to the Industrial Bank of Pakistan for allocations exceeding $150,000 must have prior Eximbank approval. Allocations for any single industrial concern will not exceed $500,000.

In addition to use by existing industrial firms, the credit is also intended to assist in establishing new enterprises.

D.C. symposium to pinpoint Europe electronics market

Will open electronic industries' convention; offers varied program

A survey of European sales opportunities for U.S. electronics manufacturers featuring case histories of markets development for various kinds of products, will be presented by the Electronic Industries Association at a one-day symposium on "The European Electronics Market," in Washington's Statler Hilton Hotel on March 19.

The symposium will open the Association's Spring Conference from March 19-22.

"The Atlantic Community and the Trade Expansion Program" will be the subject of a talk during the symposium morning session by J. Robert Schaetzel, Deputy Assistant Secretary of State for Atlantic Affairs. Myer Rashish, Deputy Special Assistant to the President for foreign trade, also will be a morning session speaker. His topic is "The Trade Expansion Act and Its Implications for the Electronics Industry."

Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Affairs, will keynote the symposium with a luncheon speech, "One World—One Market."

The morning session of the symposium will be devoted to such other subjects of general interest as the size and nature of the electronics market in Europe, how to organize for maximum export effectiveness, and opportunities and special problems of small business overseas.

The 4 concurrent afternoon symposium sessions will focus on European sales interests of producers of military and industrial electronics and parts, tubes, and semiconductors, and on legal, tax, and financial considerations in doing business in Europe.

The afternoon industrial electronics session will deal with European opportunities for this segment of the industry in general, the market in Europe for avionics and computers, data processing, and industrial control equipment, and case history studies of development of trans-Atlantic business for communications equipment and instruments.

Case histories of development of European sales for parts, tubes, and semiconductors and the significance of EIA's work on international standards will be presented at another afternoon session and the legal, tax and financial problems of exporting to Europe will be reviewed at still another session.

Film on Bremen

Businessmen interested in Germany's Port of Bremen can obtain a 13-minute color film with an English soundtrack describing Bremen's position as a center of international shipping and trade within the Common Market Area.

The film can be leased, free of charge, from: The Port of Bremen, 44 Whitehall Street, New York 4, N.Y. Phone: HA 5-3185.

Businessmen help U.S. prepare for GATT negotiations

Auto industry spokesmen say non-tariff barriers are worse than tariffs in some nations

Representatives of the Bureau of International Commerce and the Business and Defense Services Administration recently conferred with representatives of the U.S. auto industry in the first of a series of informal meetings discussing the problems facing American manufacturers in reaching world markets..

The meetings are being held at the request of U.S. Trade Expansion Act Negotiator Christian Herter, in order to pinpoint tariff and non-tariff barriers to increased U.S. export trade, and to provide U.S. negotiators with the specific industry knowledge they require for the next round of GATT negotiations.

Spokesmen for major automotive companies, which account for 90% of U.S. motor vehicle production, participated in the opening conference. They agreed that in certain countries their exports would benefit very little even if tariffs were reduced to zero. In these cases, non-tariff barriers were greater deterrents to sales of their products, and would have to be removed if exports are to expand.

About 20 other industries will be heard at similar meetings over the next several weeks.

Ships in Cuba trade ineligible to carry AID-financed goods

Future loan agreements will ban all ships calling at Cuban ports

The Agency for International Development issued regulations effective Feb. 25 to carry out the new U.S. policy regarding ships which engage in Cuban trade.

The new regulations deny AID financing for commodities shipped from the U.S. on ships which have called at Cuban ports since January 1.

They also require AID approval of all ship charters for carrying AID-financed commodities from the U.S. whether or not AID finances the ocean freight costs.

Future loan agreements will also require that no proscribed ship be used to carry any commodities financed by the loan from U.S. ports.

Since American flag ships do not call at Cuban ports, the effect of the new regulations is to serve notice that any non-U.S. ship which engages in Cuban trade will not be eligible to carry AID-financed goods from the U.S.

U.S. exports expanded 3% to $21.3 billion in 1962

U.S. exports of domestic merchandise rose 3% to a new record of $21.35 billion during 1962. The Census Bureau reports that the increase resulted from higher exports of finished manufactures, manufactured foodstuffs, and crude foodstuffs, while shipments of crude materials and semi-manufactures declined.

Excluding the Military Assistance Program's Grant and Aid shipments, the domestic merchandise export total during calendar year 1962 went up 4% to $20.63 billion.

Exports of finished manufactures rose by $868 million to a total of $12,706 million; manufactured foodstuffs went up by $215 million to $1,366 million; and crude foodstuff exports rose by $110 million to a total of $2,008 million.

Crude material exports fell $310 million to $2,234 million and semimanufactures slipped $241 million, down to $3,045 million.

Military assistance shipments which are included in the above breakdown, fell by $83 million down to $727 million.

India gets largest development loan ever made by U.S.

Entire $240 million will be spent in U.S.; Indian Government will reallocate most to private firms

A $240 million AID loan to the Government of India will pay for selected U.S. goods essential to India's economic development. It will be the largest single development loan to any nation in the history of the U.S. foreign aid program.

One larger U.S. loan $322.7 million for reconstruction, was extended to the United Kingdom during the first months of the Marshall Plan in 1948.

The Government of India will allocate most of the loan funds to Indian private enterprises under import licenses, for specific high-priority commodities in such categories as non-ferrous metals, iron and steel products, machinery, automobile components, chemicals and pharmaceuticals, fertilizers, sulphur, rubber, lubricants, steel rolls and refractories and earth-moving equipment, among other products.

The import categories must receive AID approval. All purchases will be made from U.S. suppliers. The entire $240 million will be spent in the U.S.

India's import priorities are established and strictly controlled. Import licenses are awarded on the basis of need, priority and justification. Imports under this loan will be processed largely through commercial trade channels, both by commercial importers and individual manufacturers and processors.

The new loan brings to $910 million the total of U.S. development loans authorized for India for the first 2 years of India's Third Five-Year Plan. The U.S. has pledged $980 million in development loan assistance for the 2-year period ending March 31, 1963.

San Francisco engineers to study Antigua power for AID

A technical study on proposed expansion of the electric power system on the Caribbean island of Antigua by the Rogers Engineering Company of San Francisco has been announced by the Agency for International Development.

Under a $40,000 AID contract, the engineering firm will furnish recommendations for improving the organization and operation of existing power facilities and for a 10-year capital development program to meet present and projected power requirements of Antigua.

In a second phase of the program the engineers will prepare plans, specifications, and cost estimates for the initial construction work.

The engineering study is part of the U.S. Government's economic and technical assistance program for Antigua. Other projects include: extension of the airport runway, engineering for a deep-water harbor at St. John's, and construction and equipping of a Technical Training Center.

AID concludes investment accord with Trinidad

U.S. investors can get coverage for losses due to inconvertibility, expropriation and war damage

The Agency for International Development has concluded an investment guaranty agreement with the Government of Trinidad and Tobago to encourage the expansion of industry and commerce in the newly-independent Caribbean nation.

Under the investment guaranty program, the U.S. Government may now issue specific risk guaranties against inconvertibility, expropriation and loss due to war, revolution or insurrection for eligible U.S. investment projects in Trinidad and Tobago. Extended risk coverage also is available under the new agreement.

The investment guaranty program was created to encourage and facilitate private U.S. investment in developing countries. To date, more than $1 billion in investment guaranties have been issued by AID, with another $3 billion in guaranty applications pending. Guaranties are available for eligible investments in most Latin American countries as well as in Jamaica and Trinidad and Tobago.

A fee of one-half percent of the amount of coverage in force in any given year is charged for each type of guaranty. An eligible investment may be in the form of equity, loan, royalty or leasing arrangement. The investment must be new or an addition to an existing investment.

U.S. investors wishing information on the investment guaranty program should address their inquiries to the Investment Guaranties Division, Agency for International Development, Washington 25, D.C.

Tariff Commission studies imports of household china

Santa Monica firm asks relief under provisions of new Trade Act

The U.S. Tariff Commission has instituted an investigation at the request of American Ceramic Products of Santa Monica, California to determine whether, due in major part to concessions granted under trade agreements, certain household chinaware is being imported into the U.S. in such increased quantities as to cause, or threaten to cause, serious injury to the firm.

The firm has requested a determination of its eligibility to apply for adjustment assistance under the Trade Act of 1962.

The household chinaware to which this investigation relates consists of tableware, kitchenware, and table and kitchen utensils, containing 25% or less of calcined bone, currently dutiable at 10 cents per dozen separate pieces plus 35% ad valorem.

American Ceramic Products has not requested a public hearing. A hearing will be held on request of any other party showing a proper interest in the subject matter of the investigation, provided the request is filed within 10 days after this notice is published in the *Federal Register* (which was expected on or about March 7).

The petition filed in this case (except confidential data) is available for inspection at the office of the Secretary, U.S. Tariff Commission, 8th and E Streets, N.W., Washington, D.C., and at the New York City office of the Tariff Commission located in Room 437 of the Customhouse.

French tax on refrigerator imports approved by EEC Commission under Rome Treaty 'safeguard' clause

Special duties applied to Italian refrigerators entering country during limited periods beginning mid-January and ending July 31

A special French tax on refrigerator imports from Italy—effective for a limited period—was authorized by the European Economic Community's Commission on January 17.

The special tax, according to the EEC Commission, is to help relieve excessive pressure from Italian refrigerator imports and give French manufacturers time to reorganize the industry.

While the French claim that Italians are able to undercut their prices because of lower wages, Italians counter that the lower prices result primarily from greater Italian productivity achieved by superior production facilities and more modern distribution channels.

Schedule

The special duty is equivalent to 12% of the imports' customs value from mid-January until Apr. 30, 1963; 9% until June 30, 1963; and 3% through July 31, 1963—all in addition to the intra-EEC duty of 7.5% on refrigerator imports from other EEC countries into France. The special tax applies exclusively to refrigerator imports from Italy into France.

The Commission's approval was given in response to a French Government request (INTERNATIONAL COMMERCE, Dec. 3, 1962, p. 38) under the Rome Treaty's "safeguard clause." This provision allows a member state, during the Common Market transitional period, to seek authorization of measures against difficulties threatening the economic situation of any one region.

Findings

The EEC's rationale for permitting the special tax was based on these findings: French refrigerator production in the first 10 months of 1962 dropped to 701,600 units from 835,000 in the same period of 1961; French refrigerator exports dropped from 125,500 units in the first 7 months of 1961 to 96,500 units in the same period of 1962; French imports of Italian refrigerators increased from 22,000 units in January-June 1961, to 136,000 units in January-June 1962 while imports from other countries rose from 19,000 units to 60,000 units; the number of workers employed in French refrigerator production decreased from 10,590 persons in September 1961 to 7,370 persons in September 1962; and 5 of 15 French producers were forced out of business.

Ecuador's new import taxes have budgetary motivation

Ecuador has imposed a new 1% (cost, insurance and freight) ad valorem tax on all imports effected through her ports, the U.S. Embassy in Quito reports. Proceeds will be devoted to rehabilitating the province of Manabi.

On January 25 all imports became subject, in addition, to further taxes of 1 and 2% of the c.i.f. value for List I ("essential") and List II ("non-essential") imports, imposed to help correct imbalances in the 1963 national budget.

Wheat

The Government also restored the 20 centavo (1.11¢) per kilo tax on imported wheat and announced an additional 4% ad valorem tax per bottle on imported liquor.

These new import charges should be noted in the Department of Commerce World Trade Information Service publication, *Import Tariff System of Ecuador*, Part 2, No. 61-84.

LEBANON: CAR IMPORTS

Disassembled motor vehicles may now be imported into Lebanon under bond. After assembly, they may be left in the custody of customs, kept in a private bonded warehouse until re-exported, or, following duty payment, sold on the Lebanese market.

Italy: Refrigerator Boom

Second biggest

Italy's refrigerator production (1960: $79 million, 1961: $116 million, 1962: $134 million) is second only to U.S. production. Italian-made units (industry figures) totaled 1,527,993 in 1961—56% over 1960 output. Industry estimates 1962 production was at least 1,840,000 units—a further 20% increase. Current production costs are about 64¢ a liter (.035 cu. ft.).

Export sales

Up 22% (to $32.2 million) in 1961 over 1960 ($26.4 million); latest figures indicate similar gain in 1962. Italy has been big net exporter of refrigerators for past 5 years—rising from 400,000 units in 1960 to some 600,000 in 1962. Best customers (taking about 60% of Italian exports in 1961) are France, West Germany, Belgium-Luxembourg, the Netherlands, and Austria.

Imports

Refrigerators entering Italy in 1961 also rose—by 50%—to nearly $4 million, but total import value is nevertheless equivalent to only about 10% of export value.

Trend in models

Most popular in Italy are refrigerators of 136- to 180-liter (4.8 to 6.4 cu. ft.) capacity, with demand rising for bigger units of 181- to 230-liter (6.4 to 8.1 cu. ft.) capacity.

Consumer

25% of all families now own refrigerators in Italy, 27% in France, 32% in West Germany, 35% in Denmark, 63% in Sweden, and 98% in U.S.

Data

A compilation showing production, value, average-unit-price data, and foreign-trade statistics on Italy's refrigerator industry is available from Consumer Durables Division, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

Mexico's tax law changes affect items ranging from cacao to phone service

Shifts—applying also to soft drinks, matches, cotton and tires—are in form of amendments, new legislation

Word has been received of changes in Mexico's Federal Revenue Law affecting soft drinks, cacao, matches, cotton, tires, and telephone service. The changes —including some new legislation—were effective on January 1 and published in *Diario Oficial.*

The Law on First-hand Sales of Soft Drinks (FOREIGN COMMERCE WEEKLY, Feb. 10, 1958, p. 14), is amended to establish 8% of total sales as a maximum deduction declarable for commissions paid to distributors, concessionaires or other contracted agents.

Cacao

A tax of 7 pesos per kilogram is established on first-hand sales of Mexican-produced cacao. However, a subsidy equivalent to the tax is automatically given when purchases are made through the National Union of Cacao Producers.

The Tax Law on Matches (Aug. 30, 1935) is amended to provide a new excise-tax schedule, superseding the one established Nov. 2, 1943. The tax is based on a unit of 100 packages, with a graduated scale depending on the number of matches in a package.

Maximum Number in Package	*Tax in Pesos per 100 Packages*
15	0.10 (.8¢)
30	0.24 (1.92¢)
45	0.38 (3.04¢)
60	0.54 (4.32¢)
75	0.68 (5.48¢)
90	0.82 (6.56¢)
*	0.24 (1.92¢)

* Over 90—for each additional 30 matches or fraction of 30.

States, Federal Territories, Municipalities and the Federal District will receive a 40% share of this excise tax. Previously, they were eligible to receive up to 30%.

The additional 10% ad valorem import duty established on a wide variety of products in the 1962 Federal Revenue Law (FOREIGN COMMERCE WEEKLY, Feb. 5, 1962, p. 215) will not be charged on imports from the Latin American Free Trade Association (LAFTA) countries, provided Mexico has granted preferential treatment to the specific product.

Ginned cotton

The Tax Law on Ginned Cotton (Dec. 31, 1955, effective May 1, 1956) is amended (Article 3) to set the tax at a rate of .018% on the price of raw or ginned cotton. For fiscal purposes, the amount of the ginned cotton may not be less than 34% of the total weight of the raw (unginned) cotton, nor is any other deduction allowable. The tax on ginned cotton is a production tax paid by cotton ginning plants directly to the Ministry of Finance.

The Tax Law on Rubber Tires and Inner-Tubes (Dec. 24, 1954, effective Jan. 1, 1955), sets the tax rate at 5% (Article 3), using as a base the prices established by the Ministry of Industry and Commerce after deducting a Ministry-authorized discount. From this price, 1% may be deducted for defective merchandise. Article 3 is now amended to provide that no other deduction may be made from this tax.

Telephone service

The Tax Law on Income from Telephone Service (Jan. 5, 1952, effective Apr. 1, 1952) is revised to provide a 30% tax on local service, 20% on long distance service, and 30% on any other service. The previous rates were 15, 10, and 15% respectively. Article 15 of the same law now establishes 50% of this tax as a fund to be used by the associated companies for improvement and expansion of telephone services. Monies are administered under Ministry of Finance regulations. Previously, the entire tax was available for this purpose.

Mexico shakes up import controls; some items freed

Measuring devices decontrolled, licensing extended to new list

Mexico's Ministry of Industry and Commerce has eliminated the import-permit requirement on certain measuring devices and apparatus which were placed under control on Nov. 21, 1962, but has extended prior-import licensing to: iron and steel files, protective masks for workmen, and protein material. Import control on various excavating and construction machinery has been extended to include entries into free-zones and perimeters.

Items no longer requiring an import permit (effective Jan. 29, 1963) are:

880.02.06 matraces; 880.02.08 pipettes; 880.02.11 graduated glasses; 880.03.09 glass thermometers, other than clinical; 880.05.00 precision balances, with milligram scale, strips and weights for such balances, and identifiable separate and spare parts thereof.

Licensed

Items now requiring a prior import permit or for which import restriction has been extended to free zones or perimeters are:

Effective Jan. 24, 1963: 670.08.03 profiles of iron or steel, with a thickness of more than 3 mm., up to 30 cm. in width and up to 350 cm. in length, destined for the fabrication of automobile wheel rims; 680.-12.02 gratings of iron or steel, rectangular in form, for floors, consisting of wire, cross-pieces, strips or rods, joined by any method, even if contained in a metal box or having abrasive material on one side; 712.00.03 dredgers, cranes and excavators, and mechanical shovels, factory-fitted with tracks, weighing up to 125,000 kilos (restriction includes free-zones and perimeters); 712.00.04 as above, weighing more than 125,000 kilos (restriction includes free-zones and perimeters); 712.00.10 mine or building boring machines, rotary, factory-mounted on tracks, whether or not powered by Diesel motor (restriction includes free-zones and perimeters); 751.04.07 cranes mounted on wheels, with a vehicle-weight up to 1,000 kilos (restriction includes free-zones and perimeters).

Effective Jan. 29, 1963: 572.01.07 "Oseina" protein material derived from bones.

Effective Feb. 6, 1963: 718.05.01 protective masks for workmen, of any kind, and equipment for their operation.

Effective Feb. 8, 1963: 721.01.07 files, triangular, of iron or steel; 721.01.08 files, flat and half-round, of iron or steel; 721.-00.98 files, not specifically mentioned.

Senegal, Mali resume air relations, stirring hopes for trade rise and new foreign investment openings

Dakar-Bamako flights started by Air Afrique, Compagnie Air Mali, carrying passengers, freight; general rapprochement anticipated

Resumption of civil-aviation relations between Senegal and Mali—provided in an agreement signed February 7—enhances prospects for stepped-up trade between the two countries. Senegal-Mali relations plummeted after the 1960 dissolution of the Mali Federation in which they had been associated.

The new agreement, according to the U.S. Embassy in Dakar, provided for Air Afrique and Compagnie Nationale Air Mali to start service on the Dakar-Bamako route as of February 15 carrying both passengers and freight.

At the Federation's 1960 break-up, not only were air relations suspended, but traffic on the important Dakar-Bamako railroad was also discontinued at the Senegal-Mali border. Trade dropped sharply, to the economic detriment of both countries.

Opportunities

Resumption of normal trade relations would have a stimulating effect in both Senegal and Mali. Trade was substantial before the 1960 breach, and the two economies are complementary in many respects.

A rapprochement would also be meaningful for prospective U.S. investors as it would increase significantly the effective market which could be served from facilities in Senegal and Mali. Both have enacted investment codes offering a wide range of benefits to private investors.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

EEC: POULTRY

The European Economic Community (Common Market) on January 31 reduced the import-levy surcharge on slaughtered hens and chickens from non-member countries to 5¢ per kilogram. The levy had been set earlier (Nov. 7, 1962) at 62½¢ per kilogram on these imports from non-member countries other than Denmark.

The reduction was ordered after it was found that the price of these products from non-member countries was only 5¢ per kilogram below the sluice-gate price (minimum import price).

Food additives to be classified on uniform EEC list

Commission's draft directive sets up standardization steps for laws of 6 member nations.

A single Common Market list of authorized food preservatives is set forth in a draft directive submitted by the Commission of the European Economic Community to the Council of Ministers. The directive outlines steps towards standardizing the 6 member countries' food-preservative laws.

The proposed measure is based mainly on the Council directive adopted in October 1962 on harmonization of member states' laws on coloring material in food products (INTERNATIONAL COMMERCE, Dec. 17, 1962, p. 24).

The new directive covers foodstuffs and preservatives imported into the Community, as well as EEC products. Under it, member states will have to amend their laws after 1 year, and will have to apply the directive fully after 2 years.

Ingredients

An annex to the directive includes a list of authorized preservatives—those which may be mixed in foodstuffs and others which may be used only on the surface. The directive establishes general purity requirements of authorized preservatives and conditions under which food may be smoke-cured, but does not affect national laws on: certain food products with other uses (such as vinegar, sugar, and alimentary oils), products used for coating (except paraffin wax), products for combatting organisms harmful to plant life, antibacterial products for use in drinking water, and antioxydants.

Labeling

Packaged preservatives will have to be marked in specified ways.

INTERNATIONAL COMMERCE will report in detail on the list of preservatives and the general purity requirements when the information is released following EEC Council action.

The draft directive's standard list of preservatives was prepared in the interests of public health and protection of the consumer against fraud, and also for practical economic considerations.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

PAKISTAN—Circular notices furnishing details on **award of tenders** have been issued by Department of Investment Promotion and Supplies: tenders No. VA-3/L-53/67083/Alavi/63/5, and VA-3/L-53/67083/PADC/63/3 — copies available on loan basis.★

UGANDA — Intercontinental Services Limited of New York signs agreement with Uganda Government to set up 6-station **national television network** at estimated cost of $700,000 (£ 250,000). Project to cover most areas of the country.

Austria frees another large group of imports, studies further increases in under-utilized global quotas

Beneficial effects noted by U.S. exporters; all GATT members except Japan, Cuba, Czechoslovakia also aided by latest move

U.S. exporters are now benefitting from certain liberalization measures introduced by Austria at the beginning of the year.

About 60 tariff positions have been added to the list of goods freed of quantitative restrictions when imported from the United States and other OECD (Organization for Economic Cooperation and Development) members. Austria also extended to all GATT members, except Japan, Cuba, and Czechoslovakia, several liberalization measures previously enjoyed only by the OECD nations.

Listings

Among the 60 newly liberalized tariff positions are:

Certain animal and vegetable oils (tariff position 15.08); preserved strawberry and apricot pulp (ex 20.06A); unmanufactured tobacco and tobacco refuse (24.01); medicaments, except penicillin and other antibiotics (ex 30.03B); wadding, gauze, bandages, and similar articles for medical and surgical purposes, except plaster bands (ex 30.04B); boot and shoe polish, furniture and floor polish and similar products (ex 34.05); mining and safety fuses (36.03A); pyrotechnic articles falling within tariff position 36.05; disinfectants, insecticides fungicides, pesticides and similar products (38.11); anti-freeze agents (ex 38.19F); all tires not previously liberalized (40.11); roofing paper (48.07I); knitted or crocheted underwear and outer garments of cotton (ex 60.04 and ex 60.05B); parts of footwear (64.05); casks, drums, cans and similar containers of sheet- or plate-iron or steel with a capacity of 10 liters or more (ex 73.23); pots and pans for electric ranges with reinforced bottoms (73.38B1); numerous tools and implements for use in agriculture, forestry, the trades and kitchens falling within tariff chapter 82; threshing machines with a weight of more than 3,000 kilograms (84.25B1); stationary chaff cutters (ex 84.28); ignition coils and spark plugs (ex 85.08); industrial and laboratory electric furnaces and ovens (85.11B and 85.11C); motorcycles with a piston displacement of 275 cubic centimeters or less (87.09A); toy vehicles for children not previously liberalized (97.01); toy musical instruments not previously liberalized (97.03A), and typewriter ribbons (98.08A).

These commodities and numerous other items previously liberalized only to the OECD may now be imported in unlimited quantities from other GATT members as well. As of Jan. 1, 1963, GATT members could take advantage of the simplified automatic-licensing procedure extended earlier to the United States (INTERNATIONAL COMMERCE, Sept. 3, 1962, p. 42).

Austrian authorities are studying the extent to which the nation's progressively increasing import quotas for non-liberalized goods are being utilized. As of January 1, these global quotas were boosted by an additional 10% after having undergone very significant across-the-board expansions throughout 1962. The 1963 list of global quotas covers some 288 tariff positions. If a quota is found to be less than 75% utilized during the next few months, the commodity will be scheduled for early liberalization. Trade Minister Bock has indicated that extensive additional liberalization measures will be accomplished before Jan. 1, 1964.

Tunisia moves to spur reinvestment in key enterprise

Tax deductions provided for income used to expand plants

Tunisia has revised personal and business income tax legislation to encourage reinvestment of income, the U.S. Embassy in Tunis reports.

Under Law 62-75 (effective Jan. 1, 1963), income reinvested for certain purposes is deductible from taxable income. This applies to income reinvested for construction or extension of industrial, commercial, or agricultural buildings and installations including heavy equipment and agricultural equipment. Also covered is income for purchase and development of fallow land for industrial, food, or truck-garden crops.

Income invested in newly issued stocks, shares or bonds, a list of which is to be set up by official order of the Secretary of State for the Plan and Finance, is also deductible from taxable income.

Personal income

In the case of reinvested personal income, the deductible amount must not exceed 30% of the total net income declared for the Personal Income Tax. No limit is fixed on the amount of deductible business income.

Law 62-75 was published in the *Official Journal* of Dec. 28-31, 1962.

Lebanon issues rules on off-grade wheat imports

To obtain an off-grade wheat import license from Lebanon, importers must prove to the Wheat Office that they have in their warehouses—for their personal account and for domestic consumption—twice as much graded wheat as off-grade wheat for which they are seeking import licenses.

Summarizing Decision No. 1/1, issued January 3, the U.S. Embassy in Beirut reports that graded wheat under purchase contract is considered in possession of the importers when he has provided the Wheat Office with a bank guarantee of £10 ($3.22) per metric ton for carrying out the purchase contract within a fixed period of time.

All import licenses issued before Decision No. 1/1 remain valid.

BONN: IMPORT QUOTAS

West Germany has extended quotas of unannounced size for imports of lard, fatback, pork and beef livers, and pork kidneys from the United States, Canada, and various other countries, the U.S. Embassy in Bonn reports.

License applications may be submitted until quotas are filled but not later than Apr. 26, 1963, for lard, and not later than Apr. 25, 1963, for fatback, pork kidneys, and pork and beef livers. The deadline for customs clearance is Apr. 30, 1963.

CORRECTION

In last week's article on Iceland's 1963 global import quotas (INTERNATIONAL COMMERCE, March 4, p. 35), individual quota amounts listed were identified as "dollar quotas" but actually are global quotas. Under the global quota system, Icelandic importers are free to place their orders with U.S. suppliers up to the limits of the quotas.

Industry controls eased by Spain in latest regulations

New policy lifts curbs on many areas of internal investment

To implement its policy of liberalizing internal investments, Spain published detailed regulations on January 29, the U.S. Embassy in Madrid reports.

The new policy—permitting unrestricted establishment, expansion, and transfer of facilities within the country in most industrial sectors—supersedes an earlier measure for unrestricted investment in projects calling for less than $500,000.

Controlled sectors

Excluded from the liberalizing decree are: public-service industries; mining, and petroleum investigation and exploration; nuclear-energy industries; petroleum refining; firearms and explosives industries; industries producing olefins; industries engaged in refining animal and vegetable oils and fats; narcotics industries; and shipyards. Government approval continues to be required for investment in these sectors, which accounted for about 17% of 1960 industrial production. The Inner Cabinet for Economic Affairs is authorized to permit free establishment, expansion, and transfer of industries in these fields on petition from the Ministry of Industry.

Standards

Certain enumerated industries must conform to minimum capacity and technical standards to be established within 4 months by the Ministry of Industry. In the interim, investments of more than $500,000 will continue restricted.

Industries affected are: dietetic foods; yeasts; canned foods; sugar; textiles; seed oils; cellulose, pulp, paper and cardboard; basic inorganic acids, ammonia and chemical fertilizers; carbonates; petrochemical derivatives; tires; antibiotics; motor vehicles; iron and steel; internal combustion engines; electric household appliances; machine tools; textile, construction and agricultural machinery; electrical machinery; railway equipment; gypsum; roof tiles; cement; and prefabricated designs to reduce stress in buildings.

These industries accounted for about 40% of 1960 industrial production. The Minister of Industry may add industries to the list as circumstances warrant.

The minimum standards are to be applied only to new industrial enterprises and will not affect existing enterprises.

Foodstuff and other duties move downward in Libya

Libya on February 1 reduced or eliminated customs duties on many foodstuffs and other essential consumer goods, the U.S. Embassy in Tripoli reports.

The apparent purpose is to maintain retail prices at present levels in the face of inflationary tendencies brought on by the petroleum industry boom. The duty cuts, while helpful to U.S. exporters, do not alter the competitive market for international trade.

Duties were eliminated on fresh, chilled, and frozen meats; cereal grains, including wheat, rye, barley, oats, corn, and rice; flour, groats, and meal; medicines, including pharmaceuticals and veterinary preparations; antisera and microbial vaccine, toxins, microbial cultures (including ferments but excluding yeasts) and similar products; and organo-therapeutic glands or other organs dried, powdered, etc., extracts, and other animal substances for therapeutic uses.

Duties were reduced on inexpensive bleached and unbleached cotton textiles; cotton textile waste; teacups; clay; macaroni, spaghetti and other pasta products; and tea.

Food taxes, duties cut as Italy fights high prices

Italy has announced pending tax and tariff reductions on some food imports, continuing the Government's efforts to combat rising prices, the U.S. Embassy in Rome reports.

The action follows last August's 10% general tariff cut (which largely excluded food imports) and last December's enlarged import quotas for meat and butter.

The new reductions, to become effective after publication in the *Official Gazette*, include: abolition of the 2.3% general sales tax (I.G.E.) on imports of fresh fruits and vegetables, fish, poultry, rabbit, game, and eggs; suspension of the levy on imports of eggs from Common Market countries, reduction of the levy on eggs from third countries, and a 50% cut in the levy on eggs for industrial use from all countries; suspension of customs duties on imports of all fresh fruits and vegetables and olive oil (canned and frozen fruits and vegetables apparently unaffected); and freeing of lard imports.

Libya adopts new alien residence, visa regulations

New documents cover permanent visa-holders, investors, others

Libya has established 3 new categories of visas (Law No. 17, effective Jan. 1, 1963) for foreigners planning to reside there, the U.S. Embassy in Benghazi reports. These categories are in addition to the regular entry visa for a visit of up to 3 months duration, the transit visa, valid for two weeks, and the exit visa, required of every traveler.

Category 1—Special Residence Visa—has been set up for all holders of Permanent Visas, aliens who entered Libya legally and continuously resided there for 10 years after independence (December 1951), and aliens who entered Libya to invest capital for the economic benefit of the nation and continuously resided there for 5 years. This visa authorizes a maximum residence of 10 years and costs $8.40.

Large investors

Category 2—Ordinary Residence Visa—for aliens who wish to invest large sums of capital in Libya, is issued only after consultation with the Minister of National Economy on the proposed investment. Residence is authorized up to a maximum of 5 years. This visa, too, costs $8.40.

Category 3—Temporary Residence Visa—for all other aliens seeking to reside in Libya, is valid for 1 year of residence, but may be extended for the full period of work for those employed by Federal or Provincial Governments, the United Nations, the Diplomatic Corps, and other public bodies.

Special needs

Provision is made for the issuance of multiple entry/exit visas according to need, and group visas for 10 to 50 people traveling on group documents.

Aliens must register with issuing authorities within one week. Hotels and private individuals are required to notify the police of the arrival of a foreigner within 48 hours; employers must inform immigration authorities within 72 hours of the employment or discharge of foreigners.

PROPOSALS WANTED

New information booths at two London trade fairs can provide springboard for U.S. exporters

Answer 6 questions to be presented to visitors at the upcoming Engineering Exhibition and Plastics Fair in London; first service of its kind offered free of charge to U.S. firms

U.S. participation in upcoming British trade fairs will offer American businessmen an open door to new overseas markets.

Free services will be provided at American Trade Information Booths at the International Engineering Exhibition and the International Plastics Fair to be held in London in April and June.

The U.S. Trade Information Booths —the first U.S. participation in British trade fairs—will provide opportunities for the transmittal of business proposals from American businessmen to their interested counterparts visiting the shows in London.

If you have a product or service to sell, if you are looking for an agent or distributor or if there is any other kind of business arrangement you wish to explore in the U.K., simply write a letter to the Commercial Counselor, the United States Embassy, London, England.

Your business proposal will then be printed in booklet form and advertised during the course of the fairs. This booklet and other promotions will contain your proposal, but not your firm's name and address, which will be discussed with interested buyers by the Commercial Officers staffing the booths.

At the end of the fair, the Commercial Counselor will notify you which English firms are interested in your proposal so that you can follow up these initial contacts.

To submit a business proposal, please answer the following 6 groups of questions on your company letterhead and submit this material, together with multiple copies of your sales literature, to the Commercial Counselor at the U.S. Embassy in London. Packages of literature should be marked internally "For use in Trade Information Booth."

6 questions

❶ What product or service do you wish to sell (provide) or purchase (offer)?

❷ Do you wish to export directly? Do you wish to appoint an agent?

If you are interested in appointing an agent, please describe the type of agency arrangements you desire and whether this agent will be your exclusive representative in country or region.

❸ Do you wish to import for your own account or act as an agent?

❹ Are you interested in a direct investment or joint venture?

If so, describe your proposition briefly. Indicate whether your contribution will consist of one or more of the following: materials and equipment, know-how and services, capital.

❺ Are you interested in licensing a qualified firm to manufacture your product abroad?

If so, provide a brief description of the agreement desired.

❻ What type of company is best qualified to transact your business?

Support your business proposal with such information and enclosures as are necessary to make the most effective selling approach. This may consist of data regarding the size and scope of your firm, credit references, catalog pages, prices or other information describing your product or service. You may wish to mention firms you are presently doing business with in the U.K. Price information should include c.i.f. quotations, if possible.

If you represent several firms, you may find it advantageous to submit a separate business proposal for each client.

If your firm offers a wide variety of products, summarize them by commodity group in the business proposal letter.

Plastics progress

U.S. firms have been invited to participate in the International Plastics Fair June 12-22 in London.

The show, to be held at the Olympia exhibit hall, will include a large display of plastics machinery and fabrication equipment and plastics materials and manufactured articles.

Thousands of exhibits from many countries are expected to enable visitors to see the complete and up-to-the-minute picture of world plastics progress.

The show is organized by the British Plastics and International Plastics Engineering, associated Iliffe journals. Additional information is available from the Exhibition Manager, Interplas, Dorset House, Stamford St., London S.E. 1.

Engineering products

Hundreds of engineering firms from the U.S. and all over the world are expected to display their products at the International Engineering Exhibition and International Welding Exhibition in London April 23-May 2.

The exhibits, to be held at Earls Court and Olympia, will include displays of a large range of welding equipment and processes. Several thousand engineering products, from the most massive and elaborate installations of capital equipment to the smallest power units, instruments, components and accessories will be shown.

Additional information may be obtained from F. W. Bridges & Sons, Ltd., Grand Bldgs., Trafalgar Square, London, W.C. 2, cable address: SEGDIRB RAND LONDON.

European companies seek manufacture of varied metal, chemical articles

Licenses, joint ventures asked for varied engineering products for farm and industry use, also containers

Eight firms in Belgium, England, France and the Netherlands seek arrangements with U.S. concerns to manufacture varied industry and consumer goods and equipment.

Agricultural equipment

France. A firm which manufactures and sells agricultural machines—milking machines, silage and automatic-feeding equipment—seeks American licensing rights on similar types of equipment. Write to Gascoigne (France) 6-8 rue Soubise, Saint-Ouen (Seine).

Chemical products

Netherlands. Firm desires joint venture or licensing by U.S. company to produce and package manufactured products sold in aerosol containers such as cosmetics, insecticides, de-icer, chrome coating, penetrating oil, lubricating oil and other fluids. N. V. Chemische Industrie Vetira, 33 Vredeweg, Zaandam, The Netherlands.

Fabricated metal products

England. Firm desires a license to make and market small machine tools or items of an engineering nature in the U.K. Fabrications in arc or gas welding, tool design and manufacture, sheetmetal detail and assembly are reportedly well within the plant's capacity. Write to Heath Engineering (Hants) Ltd., Botley Rd., Horton Heath, Hants, England.

License sought to manufacture a steel product for either agricultural or general engineering use. Write W. A. Tyzack & Co., Ltd., Stella Works, Sheffield 1, England.

France. A French firm is interested in obtaining licenses and other technical arrangements to produce metal cans and containers. Etab. Siam et Dreyfus, 24 rue de Lagny, Montreuil (Seine).

Netherlands. License sought from American firm to manufacture agricultural knives, disks, small parts and components. Write to Metaalindustrie P.V.D. Leegte, N.V., 1 Friezenkampstraat, Eindhoven, Netherlands.

General industrial equipment

Belgium. Firm interested in manufacturing and licensing arrangements with U.S. firms to produce general industrial machinery and equipment used in metal working plants, chemical industries and in mines.

Write to Genie Metallurgique et Chimique, S.A., 31 rue du Marias, Brussels. One of its managers, Jacques Lenssler, will be in the U.S. for an indefinite time after March 3 and can be reached c/o Indussa Corp., 511 Fifth Ave., New York 17, N.Y.

ENGLAND. A license is sought to manufacture and sell the product of a U.S. firm to supplement its line of boilers and pressure vessels. Product should be of welded construction and may use internal or external devices operated by gearing. Ruston & Hornsby, Ltd., Sheaf Iron Works, Lincoln, England.

Capital, know-how asked for sugar refinery in Niger

Factory owner envisions domestic and export markets for product

The owner of a candy factory in Niger wants U.S. financial and technical collaboration to set up a sugar refinery there.

He estimates the total potential domestic and export markets at 100,000 tons of sugar annually. Reportedly, sugar cane will grow well on land along the Niger River which has been promised to him by the government at no cost for the specific purpose of producing cane.

Other government-granted concessions as well as advantages indigenous to Niger would appear to make this proposal an attractive one.

Potential U.S. investors will probably want to complete a feasibility study of this industry in Niger before concluding any business agreement. It may be possible to obtain AID assistance in carrying out such a study under its Program for Investment Surveys.

The factory owner, Mr. Adib E. Tabet, is now setting up a flour mill and a plastics factory in Niger. According to reports, he will visit the U.S. in the near future.

For further information, write to the Office of International Investment, Code 1-2062-5, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Swedish companies offer industrial products in U.S.

Licenses available for tractor attachments, electrical units

Two Swedish firms offer licenses for the U.S. production of special tractor attachments and electrical devices.

- One manufacturer seeks a licensee to produce its Libu line of special 3-way dump shovels for excavating, bulldozing and loading operations.

In addition, the firm offers a license for its line of specially designed pivoting forks to handle timber in forestry and industrial operations. This equipment can readily be mounted on any tractor now manufactured in the U.S., the Swedish firm says.

One of its products, a 3-way dump shovel, permits the operator to dump either to the left, right or straight ahead without moving the tractor itself.

An English edition of the company's catalog describing its equipment is available on a loan basis from the Office of International Investment, Code 1074, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

- A license is offered for the U.S. production of a line of electrical devices —including switch gear, motor starters, electric plugs, swimmer switches for pump installations, push-bar-type electrical switches, pressure switches and other types of electrical circuit breakers for industrial, commercial and agricultural uses.

Licenses may also be obtained to manufacture a line of voltmeters, ammeters, frequency meters and other types of electrical measuring and controlling instruments, as well as portable testing instruments for field use.

Additional information may be obtained from the Office of International Investment, Code 1073, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

NEW NIGERIAN CENSUS

A new national census of Nigeria is planned during 1963. Results of the 1962 census are to be scrapped.

Waterplant construction scheduled in Baghdad

The Baghdad Water Supply Administration has announced detailed plans and terms for the supply of mechanical and electrical equipment for its new Khir Water Plant in Baghdad. A 20-million-gallon-a-day plant is contemplated, the water supply to come from the Tigris River.

Requirements include pumping sets, electrical switchgear, transformers, cast iron pipes, valves, gates, flow controllers, control tables, chlorination equipment, alum solution injecters, flocculators, sludge scrapers, and venturi and flow meters.

Bids should be submitted by June 3 to the Baghdad Water Supply Administration, Baghdad. A copy of the plans and specifications is available on a short loan basis from the General Industrial Equipment and Components Division, BDSA, Room 4022, U. S. Department of Commerce, Washington 25, D. C. Copies are also available from Baghdad Water Supply Administration, Baghdad, for $28 (IDIO), plus $1.50 to cover air mail charges.★ (WO 7-5589.)

Libya wants to extend communications network

The Central Tenders Board, Ministry of Finance, Tripoli, is inviting bids for extension of the long range communication network in Libya.

The work involves completion of the international connection between Libya and Tunisia and the provision of national circuits at intermediate points. The microwave system from Tripoli to el-Howdas on the western border of Libya will also be extended.

Details and conditions of the tender are available for $84 (30 Libyan pounds) from the Director General, Posts & Telecommunications, Tripoli, Libya. Partial bids will not be accepted.

The project must be considered as a unit and a guarantee amounting to $2,800 (£1,000) must accompany the tender. Deadline for submission of bids is March 25.

Manufacturers' catalogs wanted in Ecuador

The Ecuadoran Development Center (CENDES—Centro de Desarrollo) at Quito has urgent need of catalogs and price lists from U.S. manufacturers of machinery in the following categories:

Chemical fertilizers, sulfuric acid, structural steel (scrap iron base), glass containers, caustic soda, refined salt, slaughterhouses, paper and pulp, hand tools, sanitary products (ceramic and porcelain), agricultural machinery and equipment, canned fruit and vegetables, hydrogenated fats and oils, castor oil, palm oil and vegetable oils, banana by products, insecticides, plywood, milk products (excluding formula milk for babies), asbestos cement tubes, molasses and byproducts, refrigeration equipment for seafood products, sawmills, construction materials, assembling of motors and bus bodies (excluding passenger cars and station wagons, with cost exceeding $2,400 f.a.s.), calcium carbonate, organic fertilizers manufactured from waste matters, paints, metal containers, surgical gauze, floor wax products for manufacture of hides and shoes, sugar refineries, tobacco processing, ceramics and pottery, aluminum sulfate, electric batteries, electrochemical products, glass wool fiber, and panels.

Also starch and derivative products, tannic extract, typewriter ribbons, animal feeds, wheat mills, food products, juice concentrates, products for fishing industry (including tuna and shellfish, as well as equipment for canning fish products), rice processing, plastic products, lithography, folklore and handicraft articles, burlap type threads and cloth, screws, nuts and bolts, pins, skiles, canned fish products, fish meals and fish oil, wool and cotton yarns and fibers, dyeing and finishing of yarns and textiles, pharmaceutical specialties (except plasma, contraceptives, and dihydroestreptomicine), assembling and reconstruction shops, assembly and repair of agricultural machinery, tractors, and road equipment.

Machinery and equipment should be for a level of production appropriate for the Ecuadoran market.

The Development Center is working with the Ecuadoran National Securities Commission on the processing of Ecuadoran applications for assistance under a $5-million loan for industrial development recently granted Ecuador by AID. It needs catalogs and price quotations to verify cost estimates of individual loan requests.

Interested U. S. manufacturers should forward catalogs and quotations direct to CENDES, P.O. Box 2321, Quito. The Commercial Libraries of the Embassy at Quito and the Consulate General at Guayaquil would appreciate receiving copies of the catalogs.

CENDES would like to have, also, manufacturers' catalogs in industrial fields other than those listed above.

Railway spare parts sought by Mozambique Government

The Mozambique Administration of Harbors, Railways and Transport Services, Lourenco Marques, is inviting sealed bids on sundry spare parts and accessories for rail motor cars, steam locomotives, passenger coaches and service cars. Total tender value is approximately $102,425.20. Bid deadline is April 29.

Tender documents and all drawings are available for $34.10 or $0.69 each, exclusive of postage fee, from the Office of the Storekeeper, Beira Railway, Servico de Armazens do C.F.B., 2ª Seccao, Beira, Mozambique.

A set of tender documents may be received later for examination in the BDSA, Transportation Equipment Division, Room 4320, BDSA, Department of Commerce, Washington 25, D.C.

Bids requested by Iraq for radio transmitters

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, is inviting bids for the supply of 18 mobile HF radio command transmitters (200-400 watts, frequency 2-24 mc.) and 18 unattended (remote controlled) MF radio transmitters (500-1,000 watts, frequency 500-1,700 kc.).

Closing date for bids under tender SIGS/17/1962 is March 27. Interested firms may review the tender documents and specifications in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Madagascar company needs roadbuilding equipment

The Societe de Mecanique Automobile et de Representation Industrielle (SOMECA), Tananarive, is seeking representation rights in Madagascar, Reunion, and Comoro Islands, for sale and maintenance of roadbuilding equipment. It would like to have terms of representation, catalogs, price lists, and other pertinent material promptly in order to conclude a contract as soon as possible.

The company is eager to make Euclid equipment available to European companies bidding on a $21-million European Economic Community (EEC) roadbuilding contract in Madagascar. Tenders for the contract must be submitted by May 15.

The EEC project is one of several anticipated European-financed public works undertakings which provide opportunities for the introduction of American heavy equipment into Madagascar's development programs.

In view of the close target date on tenders for this contract, Euclid is encouraged to respond to SOMECA's representation offer with all due speed, at 6 Rue Robert Ducrocq, Tananarive.

A World Trade Directory report dated 2/4/63 on SOMECA is available from the Commercial Intelligence Division, Department of Commerce, Washington 25, D.C.

Hong Kong needs radio communication equipment

The Hong Kong Government is inviting bids for the supply, installation, and commissioning of radio link and associated channeling and telemetry conversion equipment. Closing date for submission of bids to the Colonial Secretariat, Central Government Offices, Lower Albert Rd., Hong Kong, is April 26.

Tender documents and further information may be obtained from the Controller of Stores, Stores Department, Oil St., North Point, Hong Kong, for 200 Hong Kong dollars (US$35) to the Stores Department. The deposit is refundable to unsuccessful bidders.

U. S. suppliers may bid through their Hong Kong branch offices, affiliates, or subsidiaries, or through the approved contractors with the Hong Kong Government.

Indian Railway requests radio telephone equipment

Bids have been invited by India for the supply, erection, testing, establishment, and maintenance of multi-channel radio telephone equipment in the Gorakhpur-Katihar section.

Approximate distance between Gorakhpur in Uttar Pradesh and Katihar in Bihar State is 315 miles, and a bidder has the option to quote for the complete project or any sub-sections between Gorakhpur and Katihar.

The tender documents complete with drawings and specifications are available from the office of the Chief Signal and Telecommunication Engineer, North Eastern Railway, Gorakhpur, Uttar Pradesh, for $6.30 (30 rupees).

Tenderers must deposit with the Chief Cashier, North Eastern Railway, Gorakhpur, a sum of $3,150 (15,000 rupees), or 2½% of the value of the tender, whichever is less, as earnest money. Bid deadline is April 1.

South Africa textile group announces expansion program

A group of industrial organizations (made up of South Africa's largest textile mills) has announced a $14-million (10 million rand) expansion program involving the construction of 2 new textile mills at New Germany, Natal (an industrial suburb of Durban).

When the program is completed, the group will be producing 100 million square yards of various types of piece goods per year and will further consolidate its position as the largest single textile group in South Africa.

A worldwide study has been made in order to equip these new mills with the most advanced machinery available. U.S. textile machinery manufacturers have been contacted and a large part of the equipment is likely to be of U.S. manufacture.

However, there remain further possibilities of U.S. participation in the supply of equipment and machinery.

UAR seeks bids for study of phosphate ore deposit

The United Arab Republic (Egypt) has requested bids for technical studies for the exploitation and beneficiation of the Safaga phosphate ore deposit. Bid deadline is April 15.

The studies are planned by the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, UAR.

Only one copy of tender conditions, specifications and drawings is available for review in Rm. 4419, Department of Commerce, Washington 25, D.C. (WO 7-2008.)

Turkish cement industry changing to dry system

The Cement Industry Corp. of Turkey (Turkiye Cimento Sanayii) plans to convert its 11 cement factories to the dry system.

A tender is offered for the conversion of four plants, for which approximately $5 million is available. These are expected to be in operation by mid-March 1964, using the dry system and with increased capacity. Bids on the first four plants should be based on the proposed conversion of the other seven plants in the near future.

Proposals are requested not later than the end of March 1963.

Authorized representatives will be expected to go to Turkey this April to sign the contract.

A copy of the specifications, No. 138, in German, is available on loan from the General Industrial Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.★ (WO 7-5589.)

Korean Government seeks communications material

The Republic of Korea has invited bids for the supply of materials for a communication network expansion project estimated to cost more than $3 million.

Invitation KFW-3009-P covers various sizes of stalpeth and lead covered telephone feeder, inter-office trunk, exchange, and terminating cable; loading coils and loading coil cases.

Bids in accordance with terms and conditions of contract, specifications, and general provisions for bidding under K.F.W. loan fund (German loan), should reach the Office of Supply, Government of the Republic of Korea, Seoul by 10 a.m. March 20. Copies of the invitation, containing bidding instructions and official bid form, are available on request from the Procurement Attaché, Embassy of Korea, 2322 Massachusetts Ave., NW., Washington, D.C.

A copy of Bid Invitation KFW-3009-P is available for review at the Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington, D.C. (WO 7-4674.)

Canada announces addendum to mountain dam project

The British Columbia Hydro & Power Authority has announced addendum 1 to the tender documents for the Portage Mountain Dam Project, contract 10 (INTERNATIONAL COMMERCE, Jan. 28, p. 27).

One copy of the addendum is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Cyprus to conduct studies on watershed development

The Department of Water Development of Cyprus is inviting proposals from consulting and construction firms to conduct feasibility studies on watershed development.

The lack of sufficient water is one of Cyprus' most serious problems. The development of water resources is regarded as the basis of all other advances within the next few years.

Construction offers that include financing arrangements or credit facilities are particularly wanted.

The projects are part of the Water Development Plan of the main Paphos Rivers according to a study by the Tudor Engineering Co. Included are 11 dams and appurtenances on the tributary rivers. The program will require preliminary planning, detailed design and construction.

The Government of Cyprus is interested in negotiating as early as possible in order to start work in 1964.

Burma extends bid deadline for 2 fertilizer plants

Burma has extended from April 1 to April 30 the bid deadline for 2 mineral fertilizer plants.

The announcement was made by the Secretary, Mineral Fertilizer Plants Implementation Committee, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., Rangoon.

Capacity for the urea plant should read 35,000 tons instead of 70,000 tons (see INTERNATIONAL COMMERCE, Jan. 28, page 25).

Bids, either turn-key or semi-turn-key, should be submitted in accordance with general instructions and general conditions of contract contained in the tender notice, a copy of which is available on loan from BDSA's Commodity Export Promotion Staff, Rm. 4317, Department of Commerce, Washington 25, D.C.

Radio-relay system sought by Australian Government

Australia is inviting bids for the supply and installation of a 2-way radio-relay system between Brisbane and Cairns with a minimum of 300 telephone channels.

The system will cover a distance of 960 miles and will include 31 stations on the main route, 6 of which will be control stations.

The tender also includes a 1-way bearer system and spur systems for television programs, aerial towers, power plants, emergency transportable radio relay system, test equipment, station spares, installation and testing, handbooks, installation instructions, and engineering supervision. Bids are requested by the Postmaster-General's Department, 7th Floor, 114 Russell St., Melbourne, C. 1., Victoria.

Closing date for bids on Schedule C.9056 is April 30. Interested firms may review the tender documents and specifications in the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington 25, D.C.

Newsprint mill construction planned by new Finnish firm

The newly formed Oy Metsälüton Paperi in Helsinki, will build a newsprint Mill in southwest Finland with an annual output of 80,000 metric tons.

Construction is due to start this year with production scheduled to begin in 1965. Present plans call for doubling the capacity later and also adding a sulphate pulp mill to furnish the necessary chemical pulp.

The company, organized in 1962, has a share capital of 17.5 million Finnish marks (1 mark=$0.3125). Major shareholders are several agricultural cooperatives and Valio Oy, the Finnish dairy cooperative, Hankkija Oy, a cooperative wholesale organization, and Metsälüton Selluloosa Oy, a pulp and paper mill. Managing director of the new firm is W. Westerholm, present managing director of Metsälüton Selluloosa Oy.

Purse seiners sought by Chilean fisheries company

A newly organized Chilean fisheries company, Industria Pesquera Covadonga, is looking for up to six purse seiners of 150-to 200-ton capacity with forward bridge and fully equipped, including eco-sounders, to-fish anchovies off the northern Chilean coast. This is year-round fishing, the anchovies being taken at from 2 to 50 miles out of Iquique. The company will consider a 1- to 5-year contract.

The company was organized with Chilean capital to operate a fishmeal plant of 30 to 50-ton-an-hour capacity at Iquique. The site has been acquired and equipment ordered. The company expects to be operating within a year. The principal partner is Sociedad Minera Brillador, a copper mining company near Coquimbo.

The company would like to hear from interested captains right away and will assume the responsibility for the sale of the catch of any boats that arrive in Chile ready to fish before the plant is in operation.

Correspondence should be addressed to Amenabar Chadwich Y Cia., Ltda., Avda. Bulnes 180, Piso 4, Santiago, Chile. Attention: Hector Streeter Z.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

013 Livestock

WEST INDIES—Broiler type hatching eggs. Barbados Hatcheries, Ltd. (chicken hatchery and poultry exporter), Black Rock, St. Michael, Barbados. WTD 7/21/61.

149 Nonmetallic Minerals

SOUTH AFRICA—Filter aid powder for use in dry cleaning, diatomite. South African Canvas Co. (Pty.), Ltd. (importing distributor), P.O. Box 549, Cape Town.

200 Food

CEYLON—Milk powder, infant milk, invalid milk drinks, condensed milk, infants' and invalids' foods. Ceylon Universal Trading Co. (importing distributor), 20 Suvisuddharama Rd., High St., Wellawatte, Colombo 6. WTD 8/3/62.

HONG KONG—Canned provisions, such as meats (beef, pork, ham, sausages in tins); fruits, any type with syrup; vegetables, especially peas and tomatoes. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

KENYA—All general food items. Supermarket, Ltd. (supermarket), P.O. Box 971, Nairobi. WTD 1/30/63.

NIGERIA—Provisions and processed foodstuffs such as canned goods which can be transported and stored in hot climate without refrigeration. INTEROCEAN Commercial Co. (International African traders) (importers and wholesalers), 3 Oroyinyin St., Lagos. WTD 2/13/63.

RHODESIA, NYASALAND — Groceries, canned goods suitable for supermarket. Standard Trading Co., Ltd. (importer, retailer), P.O. Box 131, Kitwe, Northern Rhodesia. WTD 1/30/63.

201 Meat Products

GIBRALTAR—Unsmoked salami; frozen whole chickens weighing between 2 and 3 pounds; fryers in 1-pound boxes. Candeas & Co. (importer, wholesaler), 52 City Mill Lane, Gibraltar. WTD 8/22/61.

GIBRALTAR — Canned poultry and meats. Serra Brothers, Ltd. (importer/retailer), 28/30 John McKintosh Square, Gibraltar. WTD 1/28/63.

LIBYA — Meat products; canned meat; wishes price quotations c.i.f. Benghazi. Standard Commercial Co., Ltd. (importing distributor; agent), P.O. Box 114, Benghazi. WTD 2/4/63.

203 Canning, Preserving Fruits, Vegetables

GERMANY—Canned fruits; requests replies from manufacturers only with samples and complete pricing information c.i.f. German port. Grossversandhaus Quelle, Gustav Schickedanz KG (mail-order house), 91-95 Nuernberger Strasse, Fuerth/Bayern. WTD 4/30/62.

LIBYA—Canned fruits, fruit juices, vegetables; wishes price quotations c.i.f. Benghazi. Standard Commercial Co., Ltd., (importing distributor, agent), P.O. Box 114, Benghazi. WTD 2/4/63.

WEST INDIES—Canned vegetables, fruits, and jams (wants replies from manufacturers only). Direct purchase and agency. Dowding Estates & Trading Co., Ltd. (commission agent), Bay St., Bridgetown. WTD 10/17/61.

207 Confectionery, Related Products

NORWAY—Candy, chewing gum, and related products. Jensen & Co. og P. M. Jensen A/S (importing wholesaler), 5a-b Torvgt., Oslo. WTD 11/20/62.

210 Tobacco Products

MOROCCO—Tobacco products on consignment into Tangier Free Port. I. R. Vaturi (manufacturers' agent), Boite Postale 226, Tangier. WTD 1/29/63.

220 Textile Mill Products

BAHRAIN — Piece cloth: cotton, woolen and man-made fibers. United Commercial Agencies (importer, retailer and wholesaler), P.O. Box 166, Manama. WTD 9/23/62.

ECUADOR—Raw materials for textile industry: thread, yarns, and other materials required in operation of textile mills, with exception of dyes. India (C.A. Industrial y Agricola), (importer, distributor), P.O. Box 2401, Quito. WTD 1/31/61.

Materials for textile industry. S. A. Comercial Anglo Ecuatoriana (importer, distributor, wholesaler), Avenida 10 de Agosto y Calle Checa or P.O. Box 2, Quito. WTD 5/17/61.

GREECE — Furniture upholstery fabrics. Moise B. Nathan (manufacturer), 17 Megalou Alexandrou St., Thessaloniki. WTD 1/14/63.

ITALY — Plastic leather-like upholstery, plastic draperies, leather-like waterproof cloth for raincoats; best quality desired. Fratelli Guli' di Giuseppe, (wholesaler, retailer), Via Bandiera 8-16, Palermo.

NORWAY—Upholstery fabrics of wool, or wool and cotton/manmade blends. Sigurd Bjornstad (importing wholesaler), 4 Sehestadsgate, Oslo. WTD 9/26/62.

RHODESIA, NYASALAND—All kinds of good quality dress fabrics. Solanki Brothers (Chingola), Ltd. (importers and wholesalers), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

Dress materials. Standard Trading Co., Ltd. (importers, retailers), P.O. Box 131, Kitwe, Northern Rhodesia. WTD 1/30/63.

RHODESIA, NYASALAND—All kinds of good quality dress fabrics. Solanki & Co., Ltd. (general merchants and direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

TUNISIA—Textiles, approx. $200,000, of following types, widths in centimeters: blue drill, 144; black satin, 140; cretonne khaki, 100; khaki drill, 80; drill, 70/72; unbleached cotton, 80 and 90; checquer, 100; poplin, 80, 90, and 100; sheeting, 80; percale or cambric shirting, 80. Mr. Hajeri, Owner-Manager, Comptoir Tunisien Commercial d'Etudes et d'Entreprise (CO.TU.CO), Tunis or c/o Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y., to be held for Mr. Hajeri's arrival in U.S. which is expected soon.

221 Broad Woven Fabric Mills, Cotton

SWEDEN—Tarpaulin cloth (requests replies from manufacturers only). Ingeniorsfirma Tekno-Produkter (importer, wholesaler, retailer, and manufacturer), Drakens Grand 2, Stockholm C. WTD 2/5/63.

222 Broad Woven Man-Made Fabric

GERMANY—Manmade fabrics from the bolt for use in clothing; requests replies from manufacturers only with samples and complete pricing information c.i.f. German port. Grossversandhaus Quelle, Gustav Schickedanz KG (mail-order house), 91-95 Nuernberger Strasse, Fuerth/Bayern. WTD 4/30/62.

RHODESIA, NYASALAND—Curtain material made with glass fiber. Solanki Brothers (Chingola), Ltd. (general merchants and direct importers), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

225 Knitwear

SOUTH AFRICA—Matte or plain jersey and triacetate fabric of 45" or 54" width, 5,000-10,000 yards urgently required, requests quality swatches, designs, price and width information by airmail. Regent Fashions (Pty.), Ltd. (manufacturer), 214a Buitengracht St., Cape Town.

229 Textile Goods

GUATEMALA—Line of oilcloth; requests replies in Spanish. F. A. Gandara, Almacén "La Flecha" (manufacturer, manufacturer's representative), 7a. Avenida 20-36, Zona 1 or Aptdo. Postal 540, Guatemala City. WTD 8/13/62.

230 Apparel

BAHRAIN—Ladies' wearing apparel: outerwear, underwear, and accessories; men's wearing apparel: ready-made outerwear and underwear. United Commercial Agencies (importer, retailer, wholesaler), P.O. Box 166, Manama. WTD 9/23/62.

PORTUGAL—Men's sport shirts, underwear; undergarments for ladies; accessories, especially handkerchiefs, for men and women: requests catalogues and price lists. Ricardo Jose Serradas & Ca., Lda. (importer, exporter, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

RHODESIA, NYASALAND—Men's suits, sports jackets, shirts of polyester fiber; socks; ties; ladies' latest style dresses and underwear. Solanki Brothers (Chingalo), Ltd. (importer, wholesaler), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

Ladies' and men's wear. Standard Trading Co., Ltd. (importers, retailers), P.O. Box 131, Kitwe, Northern Rhodesia. WTD 1/30/63.

239 Fabricated Textile Products

ITALY—Nylon fishing nets and cables. Direct purchase and agency. Giuseppe Maniaci (wholesaler, retailer, importer, and manufacturer's agent), 6/a Via Onorato, Palermo. WTD 6/23/61.

240 Lumber, Wood Products

FRANCE—Hardwood and softwood lumber, plywood, fiber boards, flush doors, window frames and prefabricated structural components. Direct purchase and agency. Simcoma (Société Immobiliere et Commerciale Matignon) A.A.R.L., 10 Avenue Matignon, Paris 8e (importer, agent).

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

ECUADOR—Low-cost housing for Ecuador, preferably using available local materials. Direct purchase and agency. Dorlia S.A. (importer, distributor, agent), P.O. Box 2715 or Avenida 10 de Agosto 819, Quito. WTD 11/22/61.

ITALY—Lumber, plywood for marine construction. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 52, Rome.

252 Office Furniture

ECUADOR—Metal file cabinets. Papeleria Leopoldo N. Chavez (importer, wholesaler, retailer), P.O. Box 189, Quito.

260 Paper, Allied Products

ECUADOR—Bond papers; polyethylene-type papers; heavy papers (cardboard, paperboard, utilized for manufacture of cartons and other containers; cellophane papers. Direct purchase and agency. Luis Vallejo Araujo (importer, wholesaler, distributor, agent), P.O. Box 245, Quito. WTD 9/13/61.

HONG KONG—Paper and board, such as kraft wrapping paper, size 36" x 48", substance 50-120 grm/m2; writing paper, 23" x 36", substance 40-75 grm/m2; cardboard for making boxes, 31" x 43", substance 280-450 grm/m2. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

NETHERLANDS—Exclusive, fancy packaging products for cosmetics. Siva (manufacturer), 518 Amsterdamscheweg, Amstelveen. WTD 1/8/63.

262 Paper Mill Products

● **DAHOMEY**—Paper: 2,300 reams of printing papers, writing papers, bristol and file folder stock, white and assorted colors, in size, substance and finish as per specifications; 20 reams kraft paper, 14 rolls kraft paper in substance and size as per specifications. Deadline for sealed bids March 29. Ministry of the Interior, Security and Defense Government Printing Plant, Porto Novo.★ (WO 7-3003.)

ECUADOR—Paper of all types; office and school supplies; wrapping paper, typewriter paper, blotting paper, cigarette paper, newsprint, art papers, and novelty papers. Papeleria Leopoldo N. Chavez (importer, wholesaler, retailer), P.O. Box 189, Quito.

Newsprint, book papers. La Prensa Católica, S.A. (importer, distributor, job printer), Calle Benalcazar 478, Quito.

Wrapping paper, book paper, newsprint, notebook paper, paper to manufacture table napkins, paper cups and paper plates, art papers and novelty papers. Indústrias Gráficas "Cyma" (job printing, manufacturer), Calle Buenos Aires 734, Quito.

File cards, wrapping paper, typewriter paper, blotting paper, book paper, newsprint, art and novelty papers, Christmas novelty goods of type usually handled by stationery and school supply stores in U.S. Eulogio Barra Herranz (job printer, school and office supplies distributor), Calle Sucre 356 or P.O. Box 244, Quito.

School supplies of all kinds; printing papers. Editorial Ecuador, (importer, distributor, job printer), Calle Guayaquil 1457, Quito.

FIJI ISLANDS—Printing paper, cards. Suva Printing & Publishing Co. Jan Mohammed Subedar (printing and publishing), Suva St., Suva.

FRANCE—Pure kraft paraffin paper, per 5,000 and 10,000 kilograms shipment (5 and 10 metric tons); to be on reels in widths up to 3.30 meters (approx. 11'); requests replies in French. Société Avernoise de Papiers (manufacturer), 10 place Marechal Fayolle, Clermont-Ferrand, Puy-de-Dome. WTD 1/25/63.

● **GREECE**—Teletype paper; 38,500 kg. teletype paper tape in assorted widths and qualities according to specification. Sealed bid deadline April 2. Tender 6170. Hellenic Telecommunications Organization, Ltd., Supply Department, 4 Sophocles St., Athens.★ (WO 7-3003.)

● **IRAN**—Cigarette paper; 130,500 bobbins in quality as per sample and specifications. Deadline for sealed bids April 29. Iranian Tobacco Monopoly, Tehran.★ (WO 7-3003.)

JORDAN—Toilet paper reels (single and double ply), facial tissue reels (two-ply), cellulose tissue reels (three-ply), paper napkin and serviette reels (single-ply) capable of being embossed and taking an aniline printing, cellulose wadding for feminine towels. Nuqul Bros. (paper converter), P.O. Box 154, Amman.

TURKEY—Kraft paper. Adafer Ticari ve Sanayi Isletmeleri (manufacturer), Kucuk Mustafa Pasa, Karadeniz Cad. 72, Istanbul. WTD 3/28/62.

VENEZUELA—Printing paper. Direct purchase and agency. Ottenheimer & Heimann (sales agent), P.O. Box 548, or Pasaje Zingg, Ofc. 353, Caracas. WTD 1/21/63.

266 Building Paper, Board

HONG KONG—Wallboards made of all kinds of materials. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

270 Printing, Publishing

AUSTRALIA—Religious prints and cards, publications. Australian Devotional Art Supply Co. (importing distributor, manufacturer's agent), 20 Linda Crescent, Hawthorn, Melbourne. WTD 2/1/63. Quotations should be accompanied by samples at above company's cost if necessary and/or catalogs; prices preferred f.o.b. U.S. seaport with discounts for quantity; especially with high turnover lines such as cards and prints. Packing details required.

ECUADOR—Sources of supply for Spanish language articles for reprinting in locally published magazines and reviews; also desires to obtain Spanish-language comic strip materials, scientific articles, and entertainment materials, such as crossword puzzles. Direct purchase and agency. Editorial "La Union Católica," C.A. (job printer, importer), P.O. Box 3117 or Calle Venezuela 1723, Quito.

273 Books

ECUADOR—School supplies of all kinds. Editorial Ecuador (importer, distributor, job printer), Calle Guayaquil 1457, Quito.

280 Chemicals, Allied Products

SWEDEN—Paints and chemicals for surface treatment; (requests replies from manufacturers only). Bigner & Co. AB (manufacturer, importer, sales agent), P.O. Box 308, Lidingo 3. WTD 2/5/63.

281 Industrial Chemicals

GERMANY—Rock phosphates in bulk. W.

Biesterfeld & Co. (importer), Ferdinandstrasse 41, Hamburg 1. WTD 10/30/62.

Rock phosphates in bulk and highly concentrated powdered or crystallized ammonium phosphate in bags. K. D. Feddersen & Co. (importer), Ost-West Strasse 70, Hamburg 11. WTD 4/6/61.

NORWAY—Chemical paint dryers. Direct purchase and agency. Otto Olsen & Son A/S (importing distributor and manufacturer's agent), 18 Josefinesgate, Oslo. WTD 10/16/62.

● **SUDAN**—Sulfuric acid (H_2SO_4); specific gravity 1.837/40; in 2½-gallon screw stoppered stoneware jars, packed in iron-bound cases, 2 per case; 35 metric tons, for Stores Department of Sudan Railways. Tender 2760, bid deadline March 21, quote both f.o.b. and c.i.f. basis, Port Sudan, 2% deposit required. Office of Controller of Stores, Sudan Railway, Atbara, Sudan, or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London, S.W. 1.★ (WO 7-3468.)

SWEDEN — Granulated sodium tripoly phosphate. Direct purchase and agency. Forssman & Holmgren (wholesaler, agent), P.O. Box 13, Goteborg 1.

282 Plastics Materials

ECUADOR—Materials for plastics industries. S. A. Comercial Anglo Ecuatoriana (importer, distributor, wholesaler), Avenida 10 de Agosto y Calle Checa (P.O. Box 2), Quito. WTD 5/17/61.

283 Drugs

IRAQ—Veterinary medicines. Direct purchase and agency. Agricultural Materials Co., Ltd., (retailer), P.O. Box 203, Baghdad. WTD 3/28/62.

● **MOROCCO**—Sulfaguanidine 10,000 kg., sulfathiazole 2,000 kg., sulfanilamide 1,500 kg. Bids deadline March 25. Pharmacie Centrale, 24 rue des Ouled-Ziane Casablanca, Morocco.★ (WO 7-2239.)

Codeine, 200-250 kg.; cocaine HCl, 1 kg. Conforming to French pharmacopoeia monograph. Bids deadline March 26. Pharmacie Centrale, 24 rue des Ouled-Ziane, Casablanca.★ (WO 7-2239.)

284 Cleaning Preparations, Perfumes, Cosmetics

NETHERLANDS—New products in field of men's and women's cosmetics. Siva (manufacturer/importer), 518 Amsterdamscheweg, Amstelveen. WTD 1/8/63.

PORTUGAL—Cosmetics, toiletries, perfumes; requests catalogues and price lists. Ricardo Jose Serradas Ca., Lda. (importer, exporter, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

285 Paints, Related Products

HONG KONG—Paints: emulsion, plastic, ready mixed oil paint, aluminum paint. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

LIBYA—Paint and related products, such as indoor and outdoor paints, flat, gloss, enamel, turpentine. Direct purchase and agency. Muftah Derhaui (importing distributor, agent), 29 Sharia Amr Ibn el Ahs, Benghazi. WTD 2/4/63.

287 Agricultural Chemicals

SOUTH AFRICA—Vine dusting sulphur with flowing agent. Bell Products (Pty.), Ltd. (manufacturer), P.O. Box 3769, Cape Town.

289 Chemical Products

ECUADOR—Ink. Papeleria Leopoldo N. Chavez (importer, wholesaler, retailer), P.O. Box 189, Quito.

Ink. Eulogio Barra Herranz (job printer, distributor), Calle Sucre 356 or P.O. Box 244, Quito.

FIJI ISLANDS—Ink. Suva Printing & Publishing Co., Jan Mohammed Subedar (printing and publishing), Suva St., Suva.

JAPAN—Essential oils. Direct purchase and agency. H. Yamamoto & Co., Ltd. (importer/wholesaler), 71 Kyomachi, Ikuta Ku, Kobe. WTD 2/5/60.

291 Petroleum Refining

BRAZIL—Paraffine, 125° to 130°, 135° to 140°, 140° to 145°; Industria e Comercio Atlantis Brasil, Ltda. (manufacturer), Caixa Postal 7137, Sao Paulo.

ITALY—High octane number (115/145, 100/130) aviation gasoline in 10-15,000 metric ton lots, and lubricants for jet and piston engine airplanes; quotations f.o.b. Italian port; payments through irrevocable letter of credit offered. Requests replies in Italian. O.M.E.S., Olii Minerali e Succedanei, S.p.A., (dealer), Viale Umberto 163, Sassari.

306 Fabricated Rubber Products

GERMANY—Rubber gloves. Achilles Seibert (importer), Alsterkrugchaussee 459, Hamburg-Fuhlsbuettel.

307 Plastics Products

GERMANY—Neoprene and plastic working gloves. Achilles Seibert (importer), Alsterkrugchaussee 459, Hamburg-Fuhlsbuettel.

ITALY—Expanded (foamed) plastics for marine construction. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 52, Rome.

NETHERLANDS—Plastic and plasticized bottles for packaging cosmetics; exclusive, fancy products only. Siva (manufacturer), 518 Amsterdamscheweg, Amstelveen. WTD 1/8/63.

NORWAY—Plastic kitchenware. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

PORTUGAL—Plastic kitchen wares. Requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (import-export, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

322 Glass, Glassware

NETHERLANDS—Fancy glass bottles and products for packaging cosmetics; exclusive, fancy products only. Siva (manufacturer), 518 Amsterdamscheweg, Amstelveen. WTD 1/8/63.

NORWAY—Glass kitchenware. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

PORTUGAL — Domestic cooking and kitchen glassware; requests catalogs and price lists from manufacturers only. Chaves & Feist, Lda. (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

Glass cooking ware, glass kitchen utensils; requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (import-export, wholesaler, retailer and sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

325 Structural Clay Products

CANADA—Tile for use in fireplaces, walkways and other ornamental uses. Serena Stonecraft (wholesale and retail), 1323 Lonsdale Ave., North Vancouver, B.C.

HONG KONG—Floor tiles. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

326 Pottery, Allied Products

NORWAY—Kitchenware. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

PORTUGAL—Pottery, kitchen and table ware. Requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (import-export, wholesaler, retailer, and sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

328 Cut Stone, Stone Products

CANADA—Stone and slate for use in fireplaces, walkways, and other ornamental uses. Serena Stonecraft (wholesale and retail), 1323 Lonsdale Ave., North Vancouver, B.C.

331 Steel Mill Products

HONG KONG—Building materials, such as roofings of galvanized steel, corrugated or plain: mild steel round bars from ¼"-1½" dia.; mild steel plates, from ⅛"-½" thick, 8' x 4', 6' x 3'; wire ropes; galvanized steel wire, soft quality, from gauge No. 10 to No. 18. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

● **INDIA**—Bars, round, chain, wrought iron, ½", ⅝", ¾", ⅞", 1", 1⅛", 1-3/16", 1¼", 1⅜", 1½", 1⅝", 1¾", 2", 2¼", and 2½" diameters, 12/18' lengths, various quantities, total 30,300 kgs. b.s. specification No. 762 of 1938. Tender 110/RS/IDA, bid deadline March 29. Tender must be accompanied by sum of $210 as earnest money. Controller of Stores, Bombay Port Trust, Mazagon, Bombay 10. Copy of tender, terms, and conditions may be reviewed in Room 4222, Iron & Steel Div., BDSA, Department of Commerce, Washington 25, D.C.

■ **INDIA**—Hot rolled steel strips. Loan 217; U.S. source. Bid deadline March 25. IL#DL/55/704/02101/0370. T. I. Cycles of India, Prop: Tube Investments of India, Ltd., Ambattur, near Madras.★

■ Tool and alloy steel. Loan 217; U.S. source. IL#DL/55/358/02201/0136. Bid deadline March 25. Sankey Electrical Stampings, Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1.★

■ Cold rolled steel strips to ASTM Specifications. Loan 217; U.S. source. IL#DL/55/262/02101/0606. Bid deadline March 25. Sen-Raleigh, Ltd., Mercantile Bldgs., Lallbazar, Calcutta 1. All shipments should be made to Port of Calcutta per U.S. vessels on c.&f. basis; 25% of the goods may be shipped per Indian vessels.

■ Spring steel wire; cold rolled steel strips for manufacturing typewriters. Loan 217; U.S. source. IL No. DL/55/47/02101/0147. Bid deadline March 19. Godrej & Boyce Mfg. Co. Pvt., Ltd., Bombay 12 (DD).★

■ Alloy steel bars for manufacture of valves for internal combustion engines. Loan 217; U.S. source. Ref. LA.27A/15226. Bid deadline March 19. Engine Valves, Ltd., P.O. Box 1305, 354 M.K.N. Rd., Madras 16. Cable: Valves, Madras.★

Galvanized high tensile steel wire for steel cored aluminum conductors, following sizes, continuous standard lengths of each coil subject to tolerance of 1% + 2%, 0.118", 6,150 ft., 0.125", 5,500 ft., 0.093", 9,860 ft., 0.132", 4,750 ft., 0.102", 8,050 ft., 0.062", 2,500 ft. Loan 217; U.S. source. IL#DL/55/02101/0115 and IL#DL/55/95/02101/0340. Bid deadline March 20. The Hindustan Electric Co., Ltd., 20 Graham Rd., Ballard Estate, Bombay 1. Cable: UDYOG.

● **NEW ZEALAND**—Steel pipe, for pile casing, 24" diameter, ⅝" thick, 8 ft. lengths, 1,000 pcs.; 24" dia., ¼" thick, 26 ft. long, 2,000 pcs. Tender S.M.Q. 9526, bid deadline March 18. New Zealand Government, Store Manager, Ministry of Works, P.O. Box 8024, Wellington. Tender documents may be obtained from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

335 Rolling, Drawing, Extruding Nonferrous Metals

HONG KONG—Building materials, such as roofings of aluminum sheets, corrugated or plain. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

● **INDIA**—Slow burning cable for locomotive head lights (268,000 meters) and flame retarding cable with copper conductor; tender P/SE3/22173-N/IV/LOCO head wire, bid deadline March 26; tenders available from India Supply Mission, Washington 8, D.C. (WO 7-2162.)

ITALY—Light alloy sheets for marine construction. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 52, Rome.

● **SUDAN**—Soft strand copper wire 3/20 for earth wiring (4,000 lbs.); tender P&T/Stores/15-6-3 (Contract 133), bid deadline March 28; tenders should be submitted to Controller Stores & Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South, Sudan. (WO 7-2162.)

336 Nonferrous Foundries

NORWAY—Cast aluminum kitchen utensils. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

PORTUGAL—Cast aluminum kitchenware. Requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (import-export, wholesaler, retailer and sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Newly developed patented hand tools and hardware novelties. Achilles Seibert (importer), Alsterkrugchaussee 459, Hamburg-Fuhlsbuettel.

ITALY—All types of marine hardware. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 52, Rome.

Mechanic's hand tools such as wrenches, chisels, files. Direct purchase and agency. Requests replies in Italian, French, or German. Agostino Ponta (wholesaler, importer, retailer), 34 Via Guantai Nuovi, Naples. WTD 1/21/63.

LIBYA—Hand tools and small builders' hardware items. Direct purchase and agency. Muftah Dernaui (importing distributor, agent), 29 Sharia Amr Ibn el Ahs, Benghazi. WTD 2/4/63.

NETHERLANDS—All kinds of fittings and accessories which can be used in yacht-building industry. Direct purchase and agency. T. Bodeker (import, wholesaler), 73 Roemer Visscherstraat, Vlaardingen.

NORWAY—Cultery, nonelectric can openers, kitchen aids. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

NORWAY—Garden tools. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Ryensvingen, Manglerund, Oslo. WTD 11/16/62.

PORTUGAL—Kitchen and tableware; requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (import-export, wholesaler, retailer and sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

RHODESIA, NYASALAND—Builders hardware, hand tools. Standard Trading Co., Ltd. (importers and retailers), P.O. Box 131, Kitwe, Northern Rhodesia. WTD 1/30/63.

SOUTH AFRICA—Hand operated ice crusher. Hoffman's Wholesale (Pty.), Ltd. (importing distributor), 41 Riebeeck St., Cape Town. WTD 10/20/60.

343 Heating Apparatus, Plumbing Fixtures

BELGIUM—Bath tubs for domestic use in iron or steel. Victor Temmerman (sales agent), 73 Kanadezenlaan, Heide Kamthout, Antwerp. WTD 1/31/63.

HONG KONG—Sanitary wares and bathroom fittings. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

IRAQ—Central heating plants; requests replies from manufacturers only. Direct purchase and agency. Al-Mustafa Trading Co., W.L.L. (importer, wholesaler, sales agent), P.O. Box 237 or Sa'doun St., Baghdad. WTD 2/4/63.

344 Fabricated Structural Metal Products

BARBADOS—Gas water heaters. West Indian Suppliers, Co. Ltd. (commission agency), Rickett St., Bridgetown. WTD 1/22/63.

345 Nuts, Screws, Turned Parts

GERMANY—Screws, nuts, and turned parts. Direct purchase and agency. Willi Hahn (manufacturer), 9 Gesellenstrasse, 56 Wuppertal-Elberfeld. WTD 2/1/63.

346 Metal Stampings

NORWAY—Kitchen utensils of stamped and spun aluminum, stainless steel, and other stamped metals. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

PORTUGAL — Kitchen and tableware, stamped and spun aluminum and stainless steel; requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (import-export; wholesaler, retailer, sales agent), Caixa Postal 41, S. Vincente, Cape Verde. WTD 11/28/60.

348 Miscellaneous Fabricated Wire Products

ECUADOR—Paper clips. Papeleria Leopoldo N. Chavez (importer, wholesaler, retailer), P.O. Box 189, Quito.

Paper clips. Eulogio Barra Herranz (job printer, distributor), Calle Sucre 356 or P.O. Box 244, Quito.

349 Miscellaneous Fabricated Metal Products

GERMANY—Valves for filling stations and tank cars; requests replies from manufacturers only. Direct purchase and agency. Otto Markert & Sohn (importer, wholesaler), Postfach 44, Neumuenster. WTD 5/26/61 on main office in Hamburg.

HONG KONG—Water piping and fittings. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63

● **IRAQ**—Steel pipe, specials and sluice valves (various sizes) for water treatment plant. Tender 11/11/414272, bid deadline April 29. Baghdad Water Supply Administration, Baghdad. Terms and specifications available for $5.60 (ID 2) plus $0.70 to cover air mail charges from Baghdad.★ (WO 7-5589.)

● Fire hydrant sluice valves, 250. Tender 4, bid deadline March 20. Directorate General of Municipalities, Ministry of Municipalities, Baghdad. Copies available from Directorate General for $3.50.★ (WO 7-5589.)

JAPAN—Steam traps for use in steam turbines, boilers; compact type, thermostatic- and thermodynamic-type, and high quality industrial steam traps. Direct purchase and agency. Fujiwara Manufacturing Co., Ltd. (manufacturer and distributor), Nippon Bldg., 79 Kyomachi, Ikuta Ku, Kobe.

LIBYA—Plumbing fixtures, valves, plumbing accessories, sink and toilet fittings. Direct purchase and agency. Muftah Dernaui (importing distributor, agent), 29 Sharia Amr Ibn el Ahs, Benghazi. WTD 2/4/63.

351 Engines, Turbines

ITALY—Inboard and outboard marine engines. Direct purchase and agency. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 52, Rome.

SINGAPORE—Jet propulsion units for small craft; inboard/outboard units; requests replies from manufacturers only with price quotations c.i.f. Singapore. E. A. Serjeant, Managing Director, Clyde International, Ltd. (engineering consultant, contractor, manufacturers' sales agent), 403 Shaw House, Orchard Rd., Singapore 9. WTD 1/4/63.

352 Farm Machinery, Equipment

IRAQ—All kinds of poultry equipment including kerosene incubators (70-500 eggs capacity); kerosene and electric brooders (100-500 chicks); feed and water troughs, scales, tags, thermometers; and small crawler tractors (B-12 hp.). Direct purchase and agency. Agricultural Materials Co., Ltd. (retailer), P.O. Box 203, Baghdad. WTD 3/28/62.

NORWAY—Garden implements. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Ryensvingen, Manglerud, Oslo. WTD 11/16/62.

353 Construction Equipment

GERMANY—Electric, battery-powered industrial trucks; fork lift trucks, 2,200-11,000 lbs. load capacities. Direct purchase and agency. ALMOCAR, H. Hornung K. G. (manufacturer, importer, agent), 4 Herterichstrasse, 8060 Dachau. WTD 8/25/59.

● **GREECE**—Fork lift trucks, 5, battery operated, capacity 4,000 lbs. at 24", 36" fork, maximum height 142", pneumatic tires. Bid deadline March 21. Piraeus Port Authority (OLP), Piraeus.★ (WO 7-5589.)

■ **INDIA**—Tractor shovels, 4. Loan 217; U.S. source. IL A-593647/61. Ref. D. 1411/63-AID-I. Bid deadline March 21. Tata Iron & Steel Co., Ltd., Jamshedpur.★

● Cranes, 25, for runway crash clearance duties, aircraft servicing and handling heavy packages. Tender SR6/93017-P/11, bid deadline March 29. Terms available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $2.10.

● **NEW ZEALAND**—Crane, one, 25 tons at 85 ft., diesel electric, rail mounted, rails 20 ft. on center, a travelling block-setting crane to be used to place concrete blocks and shapes and rubble stones on breakwater. Tender 63/2, bid deadline June 11. The Chairman, Taranaki Harbour Board, New Plymouth.★ (WO 7-5589.)

TURKEY — Equipment and technical methods of keeping airport runways clear under all weather conditions, including snow and ice. Huseyin Erkan, Air Traffic Director, Yesilkoy Airport, Devlet Hava Meydanlari Isletmeleri, Istanbul.

354 Metalworking Machinery

BELGIUM—Metalworking machinery and tools, especially milling machines, lathes and drilling machines. Ernest Cools, (importer, exporter, manufacturer), Boomsesteenweg 93, Antwerp. WTD 1/31/63.

ECUADOR—Complete equipment for assembly of refrigerator units: press brake, capacity from 11 to 100 tons; open back, inclinable; blades, from 6' to 14' in length for cutting 14-gauge, cold rolled mild steel; air compressor, capacity: 125 pounds per square inch; 40-45 hp., motor capacity, V-belt type; parts, air conditioning kits, broken down for assembling locally; special refrigerator hardware, to be used in local production of refrigerators such as chrome hinges, door pulls; electric welding equipment, air-operated, pedestal and portable types; spray boot and baking pan oven; requests quotations, catalogs or other literature. Pablo Ruiz Perez, (manufacturer), Avenida 10 de Agosto 524 or P.O. Box 2814, Quito. WTD 2/16/61.

■ **INDIA** — Precision hydraulic surface grinder, 6" x 18". Loan 217; U.S. source. IL#AU/GL/MTC/57/DLF 1962. Bid deadline March 25. Ajit Industries, G.P.O. Box 1558, Bombay 1.

ITALY—Machinery for metalmechanical industry. Direct purchase and agency. Requests replies in Italian, French, or German. Agostino Ponta (wholesaler, importer, retailer), 34 Via Guantai Nuovi, Naples. WTD 1/21/63.

Machine tools. Direct purchase and agency. Giuseppe Maniaci (wholesaler, retailer, importer, manufacturer's agent), 6/a Via Onorato, Palermo. WTD 6/23/61.

SPAIN—Machinery for handling screws, bolts and nuts: automatic machinery for counting and packaging hexagonal-head screws and nuts; automatic machinery for finishing and polishing; machinery, fitted with automatic feeder for slotting. Satco, S.A. (importer, commission merchant), Prim 51, entresuelo, San Sebastian.

355 Special Industry Machinery

BELGIUM—All kinds of textile machinery. ALLTEX (importer, exporter, manufacturer), 13 rue O. Ponette, Renaix. WTD 1/31/63.

Complete plant to produce macaroni and similar products (egg noodles, spaghetti, semolina, ravioli); daily production of 750 to 1,000 kilos with one 8-hour shift; f.o.b. Matadi, The Congo, requested. Theo Verlaet (importer, sales agent), 155 avenue de Belgique, Antwerp. WTD 11/27/62.

CANADA—Plugs and feathers used in stone masonry and other stone breaking and cutting equipment and supplies. Serena Stonecraft, (wholesale and retail), 1323 Lonsdale Ave., North Vancouver, B.C.

● **CEYLON**—Supply and installation of plant for pressure impregnation of poles with water soluble preservative and erection buildings to house it, bid deadline 10 a.m. April 2. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation and Power, P.O. Box 500, Colombo, Ceylon. Tender notice and bid forms available from W. D. Soysa, Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

ECUADOR—Printing machinery, small-scale units for job printing. Editorial Ecuador (importer, distributor, job printer), Calle Guayaquil 1457, Quito.

Textile machinery. Direct purchase and exclusive agency for Ecuador. India (C.A. Industrial y Agricola), (importer, distributor), P.O. Box 2401, Quito. WTD 1/31/61.

Complete installation for small plant: machinery for molding of plastic articles; requests c.i.f. Guayaquil. Ing. Fausto Ayarza (electrical engineering; workshop), Calle Maldonado 2852, Quito.

New or good-condition used pasteurizing machinery, small-capacity units; 320 liters—or approximately 336 quarts per 24 hours; requests replies in Spanish. Arturo Flores Z. (agriculturist), Calle Juan León Mera, Quito.

FIJI ISLANDS—Linotype, printing rolling machine, automatic printers, typecasting machine types and accessories. SUVA PRINTING & PUBLISHING Co., Jan Mohammed Subedar (printing and publishing), Suva St., Suva.

IRELAND—Apple peeler and corer for light commercial application; hand driven or 200-250 a.c. voltage, 50 cycles available; approx.: 15-30 bushels per day. Walkers, Ltd., Catering Division, (importing distributor), 27 Upper Liffey St., Dublin. WTD 10/9/62.

SOUTH AFRICA—Equipment for separation of egg white from yolk; type of machine required as fully automatic as possible, and operation to include breaking of egg shell for removal of contents; requests price quotations c.i.f. Cape Town in South African rands (1 rand= $1.41 approx.). Direct purchase and agency. Columbit (Pty.), Ltd. (manufacturer's agent and stockist), 257 Victoria Rd., Salt River, Cape Town. WTD 3/5/62.

356 General Industrial Machinery

IRAQ—Small size irrigation pumps. Direct purchase and agency. Agricultural Materials Co., Ltd. (retailer), P.O. Box 203, Baghdad. WTD 3/28/62.

● Air compressors, 6, to produce 105 c.f.m. and 3 to produce 315 c.f.m., all at 100 p.s.i and diesel engine driven. Tender DME/14/962, bid deadline March 18. Specifications may be obtained from Directorate of Contracts and Purchases, Ministry of Defense, Baghdad for $1.40 (ID 0.50) per copy. Bids should be sent to same address.★ (WO 7-5589.)

NORWAY — Automobile tire inflators, portable CO_2, preferably type which also can be used as fire extinguishers. Direct purchase and agency. Teknisk Compani A/S (importing distributor and manufacturer's agent), 6 Raadhusgaten, Oslo. WTD 10/21/60.

357 Office, Computing Machines

ECUADOR—Small scales, staplers, desk files. Papeleria Leopoldo N. Chavez (importer, wholesaler, retailer), P.O. Box 189, Quito.

Staplers, small scales. Eulogio Barra Herranz (job printer, distributor), Calle Sucre 356 or P.O. Box 244, Quito.

358 Service Industry Machines

ECUADOR — Coin-operated automatic laundry equipment, washers and dryers, load capacity: up to 25 pounds per washing machine. La Previsora Banco Nacional de Crédito, Attention: Arq. J. Davalos (banking house), Quito.

GERMANY—Air-conditioning and ventilating equipment and installations. Direct purchase and agency. Ask- August Schneider oHG (manufacturer), 18 Am Goldenen Feld, 8650 Kulmbach. WTD 9/26/61.

HONG KONG—Air conditioners, small models from 1-2 hp. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

IRAQ—Central cooling plants; requests replies from manufacturers only. Direct purchase and agency. Al-Mustafa Trading Co., W.L.L. (importer, wholesaler, sales agent), P.O. Box 237 or Sa'doun St., Baghdad. WTD 2/4/63.

JAPAN—All types of juke boxes. Direct purchase and agency. H. Yamamoto & Co., Ltd., (importer, wholesaler), 71, Kyomachi, Ikuta Ku, Kobe. WTD 2/5/60.

NORWAY—Coin changers, complete units, separate from other vending equipment, for making change and for use outdoors. Direct purchase and agency. Aage Thoen & Co. (importing distributor), 8 Stenersgate, Oslo. WTD 12/14/62.

Ultrasonic cleaning equipment for watches, instruments, office machines and industrial machinery. Direct purchase and agency. Axo Kjemiske Fabrikk (importing distributor and manufacturer's agent), 14 Gladengveien, Oslo. WTD 1/22/63.

Industrial floor vacuum cleaners. Direct purchase and agency. Norske Stallprodukter A/S (importing distributor, manufacturer's agent), 41 Ths. Heftyesgate, Oslo. WTD 12/1/61.

SWEDEN—For commercial laundries and dry-cleaning establishments: combined washing machines and centrifugals; high-speed centrifugals; centrifugals with explosion-proof motors; washing machines for rugs; dry-cleaning washers for perchlorate; mangels; expanding steam heated ironing forms; presses, spotting machines. Direct purchase and agency. Tvatterimaskiner I Malmo AB (agent and wholesaler), P.O. Box 109, Malmo 1. WTD 12/62.

SWEDEN—Air dampening units (humidifiers); (requests replies from manufacturers only). Ingeniorsfirma Tekno-Produkter (importer, wholesaler, retail and manufacturer), Drakens Grand 2, Stockholm C. WTD 2/5/63.

360 Electrical Machinery

GERMANY—Electronic tubes, semi-conductors, incandescent glow lamps (not fluorescent), fuses, electrical plug connections used with household appliances. Direct purchase and agency. Eltronex (importer, exporter, wholesaler), Frankfurt/Main, Mainzer Landstrasse 34. WTD 5/12/60.

SPAIN—Electrical and electromechanical equipment including controls, plugs, switches, special cables and other ac-

cessories. Requests replies in Spanish. Electromechanicas Syme, (manufacturer, dealer) Alfonso XI-7, Renteria, Guipuzcoa.

361 Electric Transmission, Distribution Equipment

● **INDIA**—Supply and installation of indoor switchgear, 11 kv. and 2.2 kv. circuit breakers, current and potential transformers, lightning arresters. Tender KEL/II-S/3, bid deadline April 29. Estimated cost of contract $407,400. Specifications obtainable from Chief Engineer (Electrical), Koyna Hydro Electric Project, Government of Maharashtra, Mercantile Bank Bldg., Mahatma Gandhi Rd., Bombay, for $10.50.

● **NICARAGUA**—Supply of transformers, pole line and transmission line hardware, creosoted posts and aluminum cables. Tender E-51, bid deadline March 29. Estimated value of contract $350,000. Specifications may be obtained from Vice Gerencia General, Empresa Nacional de Luz y Fuerza, Managua, for $20, nonrefundable.

362 Electrical Industrial Apparatus

GERMANY—Armatures for filling stations and tank cars; requests replies from manufacturers only. Direct purchase and agency. Otto Markert & Sohn (importer, wholesaler), Postfach 44, Neumuenster. WTD 5/26/61 on main office at Hamburg.

■ **TURKEY**—Electrical repair shop equipment. Loan 70; worldwide. Ref. 134-EKD/3350. Bid deadline April 10. Turkiye Komur Isletmeleri Kurumu, Etibank Binasi, Sihhiye, Ankara, where complete specifications may be obtained.★

363 Household Appliances

ECUADOR—Household electrical goods: irons; heaters; beaters and mixers, blenders; and related items. Direct purchase and agency. Electro Cromo (Ing. Kurt Lackenbacher) (importer, distributor, agent, wholesaler, retailer), Calle Guayaquil 920, or P.O. Box 2579, Quito.

GERMANY—All types of electric household appliances, including electrically heated trays, purifiers, barbecues, kitchen garbage disposers, and particularly novelties. Exclusive distributorship on direct purchase and agency basis for West Germany. F. Knoop & Co. (importer, exporter, wholesaler), 10 Schillerstr., Bremen.

Dishwashers, electric, household combined for dishes, kitchen utensils and silverware; electric razors; requests replies from manufacturers only with complete price information c.i.f. German port. Grossversandhaus Quelle, Gustav Schickedanz KG (mail-order house), 91-95 Neurnberger Strasse, Fuerth/Bayern. WTD 4/30/62.

HONG KONG—Electrical appliances, such as refrigerators, freezers, irons, toasters, air-coolers. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

IRAQ—Electrical household appliances including refrigerators, washing machines and evaporative air coolers. Direct purchase and agency. Dar Al-Salam Trading (importer, wholesaler, retailer), Amin Square, Rashid St., Baghdad. WTD 2/1/63.

Household gas ranges. Direct purchase and agency. Dar Al-Salam Trading (importer, wholesaler, retailer), Amin Square, Rashid St., Baghdad. WTD 2/1/63.

Electrical household appliances including refrigerators, washing machines and evaporative air coolers; requests replies from manufacturers only. Direct purchase and agency. Al-Mustafa Trading Co., W.L.L. (importer, wholesaler, sales agent), P.O. Box 237 or Sa'doun St., Baghdad. WTD 2/4/63.

NORWAY—Refrigerators and freezers, thermoelectric for households, pleasure boats, automobile trailers. Direct purchase and agency. A. P. Oppegaard Aksjeselskap (importing distributor and manufacturer), 8 Karlstadgate, Oslo. WTD 1/4/63.

PORTUGAL—Household electric appliances (220-volt) in moderate price range: refrigerators, kitchen ranges (also butane gas), vacuum cleaners, waxers, blenders and toasters; requests catalogs and price lists. Ricardo Jose Serradas & Ca., Lda. (importer, exporter, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

SOUTH AFRICA—Household electric (220-volt, 50-cycle a. c. circuit) operated ice crusher. Hoffman's Wholesale (Pty.), Ltd. (importing distributor), 41 Riebeeck St., Cape Town. WTD 10/20/60.

364 Electric Lighting, Wiring Equipment

ECUADOR—Electrical installations, such as wiring, lighting fixtures of all kinds, switches. Direct purchase and agency. Electro Cromo (Ing. Kurt Lackenbacher), (importer, distributor, agent, wholesaler, retailer), Calle Guayaquil 920, or P.O. Box 2579, Quito.

ITALY—Marine electrical supplies. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 52, Rome.

● **NEW ZEALAND**—Supply of portable airfield operational lighting equipment runways, taxiways and runway approaches. Tender S.M.Q. 9533, bid deadline March 19. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

365 Radios, Television Sets, Tape Recorders

GERMANY—Television sets, table models and TV cabinets; requests replies from manufacturers only with pricing information c.i.f. German port. Grossversandhaus Quelle, Gustav Schickedanz KG (mail-order house) 91-95 Nuernberger Strasse, Fuerth/Bayern. WTD 4/30/62.

HONG KONG—Radios, transistors, tape recorders. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

KENYA—Gramophone records and record players and accessories. Supermarket, Ltd. (supermarket), P.O. Box 971, Nairobi. WTD 1/30/63.

NETHERLANDS—Radios, tape recorders, parts and accessories. N.V. Ingenieursbureau Connector (importing distributor), 634 Prinsengracht, Amsterdam. WTD 1/10/63.

366 Communications Equipment

● **GREECE**—Supply of 45 manual toll telephone exchanges at estimated cost of $500,000. Tender 6190, bid deadline April 18. Supply Committee of Greek Telecommunications Organization, 4 Sophocles St., Athens.★ (WO 7-4823.)

ITALY—Radar and sounding apparatus for fishing boats. Direct purchase and agency. Giuseppe Maniaci (wholesaler, retailer, importer and manufacturer's agent), 6/a Via Onorato, Palermo. WTD 6/23/61.

SWEDEN—Protective devices. Raddningskaren AB (importer, exporter, manufacturer), Box 7072 or Grev Turegatan 3-5, Stockholm 7. WTD 12/6/62.

367 Electronic Components

NORWAY—Cartridges for phonograph pickup arms. Direct purchase and agency. J. M. Feiring A/S (importing distributor, manufacturer's agent), 1 Lilletorvet, Oslo. WTD 4/22/60.

SWEDEN—Electronic testing instruments and components. Ingeriorsfirman Magnetic AB (importer, exporter, manufacturer, sales agent), Rattar Vigs vag 122-126, or Box 94, Vallingby 1. WTD 7/13/61.

371 Motor Vehicles, Maintenance Equipment

LIBYA—Automobile spare parts. Direct purchase and agency. Muftah Dernaui (importing distributor, agent), 29 Sharia Amr Ibn el Ahs, Benghazi. WTD 2/4/63.

PAKISTAN—Traveller sedan, Model 6230, 45 each Tornado OHC Engine 140 BHP, or similar make and model, spare parts recommended by manufacturer. Bid deadline March 25. Tender No. S-8/569/Veh./62. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2. WOrth 7-3294.★

SWEDEN—Ambulances. Raddningskaren AB (exporter, importer, manufacturer), Grevturegatan 3-5, (Box 7072), Stockholm 7. WTD 12/6/62.

381 Engineering Instruments

ITALY—Navigation equipment for boats. Cantieri Navali Italcraft, S.N.C. (builder, repairer), Via F. Denza 53, Rome.

NETHERLANDS—Compasses, gyro, magnetics, for seagoing vessels and yachts; logs and other nautical instruments for seagoing vessels; aneroid barometers for ships. Direct purchase and agency. T. Bodeker (importer, wholesaler), 73 Roemer Visscherstraat, Vlaardingen.

384 Surgical Instruments, Protective Clothing

ECUADOR—Complete line of veterinary instruments for livestock, instruments required by veterinarians for large animals. Direct purchase and exclusive agency for Ecuador. India (C. A. Industrial Agricola), (importer, distributor), P.O. Box 2401, Quito. WTD 1/31/61.

GUATEMALA—Line of small surgical instruments, such as operating knife blades and scissors; requests replies in Spanish. F. A. Gandara, Almacen "La Flecha" (manufacturer, manufacturer's representative), 7a. Avenida 20-36, Zona 1 or Aptdo. Postal 540, Guatemala City. WTD 8/13/62.

NORWAY—Personal safety devices such as machinery guards, dust masks, oxygen breathing apparatus, respirators, protective clothing—asbestos and other, arm and leg protectors. Direct purchase and agency. Norske Staalprodukter A/S (importing distributor and manufacturer's agent), Th. Heftyesgate 41, Oslo. WTD 12/1/61.

VENEZUELA—Diagnostic apparatus and instruments for clinics and hospitals; instruments and utensils for medical use treatment, examination, diagnosis, surgery. Direct purchase and exclusive agency. Baute y Van den Bussche, S.A. (importer, wholesaler, sales agent), P.O. Box 1443, or Cruz Verde a Zamuro 22, Caracas. WTD 1/25/63.

386 Photographic Equipment

VENEZUELA—Copying machines such as mimeographing, photocopying. Direct purchase and agency. Ottenheimer & Hei-

mann (sales agent), P.O. Box 548, or Pasaje Zingg, Ofc. 353, Caracas. WTD 1/21/63.

387 Clocks, Clockwork Operated Devices

NETHERLANDS — Clocks and chronometers for seagoing vessels. Direct purchase and agency. T. Bodeker (import, wholesale), 73 Roemer Visscherstraat, Vlaardingen.

391 Silverware, Plated Ware

PORTUGAL—Stainless steel flatware and table ware; requests catalogues and price lists. Ricardo Jose Serradas & Ca., Lda. (importer, exporter, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

394 Toys, Amusements, Sporting Goods

HONG KONG—Toys; requests price lists and catalogues. Exclusive distributorship on direct purchase. Mason Trading Co. (importer, exporter), Room 407, China Bldg., Hong Kong. WTD 9/11/62.

ITALY—Good quality sporting goods, such as fishing rods; reels and tackle; golf and tennis sets; baseball, football, basketball and boxing equipment. Andrea Ferrari (retailer), Via Liberta' 10d Palermo.

Sporting goods, such as fishing rods, reels and tackle, tennis goods, skis, hunting equipment and supplies (excluding firearms), and other general sporting goods and supplies; high quality desired; requests catalogs and price lists; when sound contacts established the firm wishes to send representative to U.S. to personally contact U.S. suppliers. Bellanca & Amalfi (importer, exporter, retailer, wholesaler), Piazza Verdi 58, Palermo.

Fishing equipment. Direct purchase and agency. Giuseppe Maniaci (wholesaler, retailer, importer, manufacturer's agent), 6/a Via Onorato Palermo. WTD 6/23/61.

KENYA—Toys, games. Supermarket, Ltd. (supermarket), P.O. Box 971, Nairobi. WTD 1/30/63.

RHODESIA, NYASALAND — All kinds of sporting goods suitable for department store. Standard Trading Co., Ltd. (importer, retailer), P.O. Box 131, Kitwe, Northern Rhodesia. WTD 1/30/63.

SOUTH AFRICA—Toys. El-Rio Toys & Gifts (importing distributor), El-Rio Bldg., Main Rd., Sea Point, Cape Town.

395 Office, School, Artists' Materials

ECUADOR—School supplies, all kinds. Editorial Ecuador (importer, distributor, job printer), Calle Guayaquil 1457, Quito.

Pens, pencils. La Prensa Católica, S.A. (importer, distributor, job printer), Calle Benalcazar 478, Quito.

Pens, pencils, stamp pads, typewriter ribbons. Papeleria Leopoldo N. Chavez (importer, wholesaler, retailer), P.O. Box 189, Quito.

Pens, pencils, stamp pads, typewriter ribbons. Eulokio Barra Herranz (job printer, distributor), Calle Sucre 356 or P.O. Box 244, Quito.

399 Manufacturing Industry Products

AUSTRALIA — Devotional supplies for Catholic and Protestant churches, such as statues, medals, crosses, churchware. Australian Devotional Art Supply Co. (importing distributor, manufacturer's agent), 20 Linda Crescent, Hawthorn, Melbourne. WTD 2/1/63. Quotations should be accompanied by samples at company's cost if necessary and/or catalogs; prices preferred f.o.b. U.S. seaport, with discounts for quantity; packing details required.

GUATEMALA—Line of portable embroidery frames for school girls; requests replies in Spanish. F. A. Gandara, Almacen "La Flecha" (manufacturer, manufacturer's representative), 7a. Avenida 20-36, Zona 1. or Aptdo. Postal 540, Guatemala City. WTD 8/13/62.

KENYA—Novelties. Supermarket, Ltd. (supermarket), P.O. Box 971, Nairobi. WTD 1/30/63.

NORWAY—Floor coverings for subway and railroad carriages and buses. Direct purchase and agency. Rodin & Co. A/S (importing wholesaler, manufacturer's agent), 7b Konowsgate, Oslo. WTD 11/5/62.

PORTUGAL—Toilet articles; requests catalogues and price lists. Ricardo Jose Serradas & Ca., Lda. (importer, exporter, wholesaler, retailer, sales agent), Caixa Postal 41, S. Vicente, Cape Verde. WTD 11/28/60.

SOUTH AFRICA—Small household novelty ornaments suitable for gifts; wall plaques, El-Rio Toys & Gifts (importing distributor), El-Rio Bldg., Main Rd., Sea Point, Cape Town.

SURINAM—Inexpensive brooms and brushes for household use. Direct purchase and agency. United Surinam Trading Co. (importer, wholesaler, retailer), P.O. Box 1100, Paramaribo. WTD 1/26/63.

509 Wholesaler Products

HONG KONG—Over-issued or once-read newspapers in 1 or 2 hundredweight (cwt.) bundles. Bonham Impex & Investment (H.K.), Ltd. (importer, exporter, investment broker, commission agent), 505 Bonham Bldg., Bonham Strand East, Hong Kong. WTD 1/23/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crops

NETHERLANDS—Raw cotton. Van Peski & Co. (importing distributor, commission merchant, broker), 7a Kipstraat, or P.O. Box 872, Rotterdam. WTD 9/5/62.

200 Food

GREECE—Cereals, particularly wheat and parboiled rice; wheat flour, seet oil Canellias, Cotsis & Co. (sales agent), 64 Ermou St., Athens. WD 1/28/63.

GUATEMALA—Complete line of food preparations and related products requests replies in Spanish. Arriola Hermanos, (grocery store merchant), Supermercado Arriola, 8a. Avenida 5-37, Zona 1, Guatemala City. WTD 1/28/63.

Complete line of food preparations and related products. Requests replies in Spanish. Alice Moesly de Weist, Representaciones "RE-AL" (manufacturer's representative), Avenida Simeón Canas 1-56, Zona 2, Guatemala City. WTD 1/31/63.

SURINAM—All types of foodstuffs: canned, packaged, and other; reasonably priced. Exclusive agency. United Surinam Trading Co. (importer, wholesaler, retailer), P.O. Box 1100, Paramaribo. WTD 1/26/63.

201 Meat Products

GREECE—Frozen poultry. Platon—International Cooperation for Trade and Arts—Platon B. Moussaios (agent) 209 I. Drossopoulou St., Athens. WTD 1/31/63.

NETHERLANDS—Packing house products including beef tongues, porklivers, kidneys, poultry. P. C. van Es, (importer, agent), 442 Alsemstraat, Hoogvliet (gem. Rotterdam).

202 Dairy Products

CANADA—Cheeses. Exclusive agency for Canada or Western Canada. Geo. L. Edmondson & Associates, Attn. G. L. Edmondson (merchandise broker, manufacturer's agent), 318 Homer St., Vancouver 3, B.C. WTD 9/27/62.

SPAIN—Powdered milk, caseins and caseinates. Exclusive agency for Spain. Farpa, S.A. (importing distributor), Via Layetana 26, Barcelona 3.

203 Canning, Preserving Fruits

CANADA—Dried fruits. Requests replies from manufacturers and packers only. Exclusive agency for Canada or Western Canada. Attention: G. L. Edmondson, Geo. L. Edmondson & Associates (merchandise broker and manufacturer's agent), 318 Homer St., Vancouver 3, B. C., Canada. WTD 9/27/62.

KENYA—Canned and dried fruits. A. Gill & Co., Ltd., (manufacturers' representatives, indent agents), P.O. Box 30193, Nairobi. WTD 1/30/63.

209 Food Preparations, Related Products

PAKISTAN—Color white mutton tallow; soybean oil. Commission agency. Overseas Agencies (importer, exporter, wholesaler, manufacturer, agent), Dost Bldg., 1st Floor, M. A. Jinnah Rd., or G.P.O. Box 363, Chittagong, East Pakistan. WTD 10/13/62

220 Textile Mill Products

EL SALVADOR—Textiles, piece goods. L. Matteucci (commission agent), P.O. Box 934, San Salvador. WTD 1/17/63.

IRAQ—Cotton, rayon, and manmade textiles; requests replies from manufacturers only. J.J. Basrawy & S. D. Somekh; Khan Shabander (agent), Samawal St., Baghdad. WTD 2/7/63.

SWEDEN — Polyester fiber - marquisette, and voile fabrics; quilted nylon fabrics for bedspreads and dressing gowns; mixed cotton-polyester fiber fabrics for men's shirts; wash-and-wear mixed cotton-polyester fiber fabrics for jeans, trousers and dresses; prints in cotton, rayon, and nylon for dresses and blouses; uni-dyed pure cotton fabrics, such as denims, twills, and plain fabrics for jeans, trousers and dresses; requests replies from manufacturers only. Gustaf Holmberg AB (sales agent), P.O. Box 3177, Stockholm 3.

TRINIDAD—Textiles and suitings of polyester fiber and manmade fiber suitings. J. W. Potter & Co., Ltd. (manufacturer's agent), 27 Frederick St., (P.O. Box 44), Port of Spain. WTD 1/25/63.

221 Broad Woven Fabric, Cotton

NORWAY—Denim piece goods, navy/white and black/white for jeans and work clothing; requests replies from manufacturers only. Hans O. Jonassen (manufacturer's agent), 22-28 Skippergaten, Oslo. WTD 10/1/62.

222 Broad Woven Fabric

GERMANY—Synthetic sail material. Robert Lindemann, (manufacturer's representative), Korverweg 12, Hamburg-Billstedt.

225 Knitwear

NORWAY—Knitwear, outerwear such as cardigans and twin sets of wool and synthetic fiber/wool blends; requests replies from manufacturers only. Einar Langeland (manufacturer's agent), 8/10 Kristian IV Gate, Oslo. WTD 3/6/61.

230 Apparel

EL SALVADOR—Ready-made garments. L. Matteucci (commission agent), P.O. Box 934, San Salvador. WTD 1/17/63.

251 Household Furniture

GERMANY—Garden furniture of all varieties; prefers replies in German. Richard and Werner Scharf (manufacturer's agent), Froschhausen, Krs. Offenbach/Main, Feldstr. 14.

264 Converted Paper, Paperboard Products

ECUADOR—File folders manufactured from heavy papers; heavy envelopes, expansion type, for filing papers or correspondence. Editorial Chimborazo S. A. (importer, distributor, job printer), Calle Benalcazar 687 or P.O. Box 345, Quito.

280 Chemicals

SPAIN—Enzymes and/or chemicals for bettering taste, texture, color and general acceptability of meat, also monosodium glutamate; Vitamin C for preservation. Exclusive agency for Spain. Farpa, S.A. (importing distributor), Via Layetana 26, Barcelona 3.

281 Industrial Chemicals

PAKISTAN—Chemicals: organic, inorganic and research. Park Chemical Supplies, Ltd. (importing distributor, manufacturer's agent), P.O. Box 460, or Bank Square, The Mall, Lahore. WTD 10/11/61.

Textile dyes; Requests replies from manufacturers only. Amin Feroz & Co. (importer, wholesaler, manufacturers' agent), 120 Serai Rd., Karachi. WTD 1/24/63.

282 Plastics Materials, Synthetic Resins, Rubber

SPAIN—Complete line of artificial casings for sausage industry. Exclusive agency for Spain. Farpa, S.A. (importing distributor), Via Layetana 26, Barcelona 3.

283 Drugs

MOROCCO—Sulphamides, terramycin, penicillin, streptomycin, chloramphenicol, codein; requests replies from manufacturers only, in French. Levy Jacques Pharmacie du Caducee (importer, wholesaler, retailer), 337, boulevard Mohammed V, Casablanca. WTD 9/17/62.

PAKISTAN—Snake venoms, agar-agar, dehydrated ingredients of cultured media. Park Chemical Supplies, Ltd. (importing distributor, manufacturer's agent), P.O. Box 460 or Bank Square, The Mall, Lahore. WTD 10/11/61.

Drugs and medicines, including antibiotics; requests replies from manufacturers only. Amin Feroz & Co. (importer, wholesaler, and manufacturer's agent), 120 Serai Rd., Karachi. WTD 1/24/63.

SWEDEN—Pharmaceuticals. Gallia AB (sales agent), P.O. Box 12166, Stockholm 12. WTD 2/1/63.

285 Paints

BELGIUM—Gouache paint. Commission agency for Belgium and Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301, avenue de la Reine, Brussels.

287 Agricultural Chemicals

PAKISTAN—Agricultural insecticides; replies from manufacturers only. Amin Feroz & Co. (importer, wholesaler, manufacturers' agent), 120 Serai Rd., Karachi. WTD 1/24/63.

289 Chemical Products

BELGIUM—Office glues; special glues. Commission agency for Belgium and Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301, avenue de la Reine, Brussels.

PAKISTAN—Transaminase reagents. Park Chemical Supplies, Ltd. (importing distributor, manufacturer's agent), P.O. Box 460, or Bank Square, The Mall, Lahore. WTD 10/11/61.

291 Petroleum Refining

ECUADOR—Paraffin materials. Evarista Lima C. (agent), Calle Asunción 451, or P.O. Box 2812, Quito.

NORWAY—Petroleum coke for metallurgical industry; requests replies from manufacturers only. Alf Axelsen A/S (manufacturer's agent), 20 Skippergaten, Oslo. WTD 12/29/61.

301 Tires, Inner Tubes

PAKISTAN—Tires and tubes for motor vehicles. Commission agency. Overseas Agencies (importer, exporter, wholesaler, manufacturer, agent), Dost Bldg., 1st Floor, M. A. Jinnah Rd., or G.P.O. Box 363, Chittagong, East Pakistan. WTD 10/13/62.

307 Plastics Products

GUATEMALA—Plastic household articles and containers. Hector M. Sierra, Jardines de "Catamarca" (industrialist and agriculturist), Guatemala Tree Fern Co., 23 Avenida O-95, Zona 7, Guatemala City. WTD 11/22/61.

SOUTH AFRICA—Plastic kitchen goods, housewares; requests replies only from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

311 Leather Tanning, Finishing

EL SALVADOR—Leathers for shoe manufacturing purposes. L. Matteucci (commission agent), P.O. Box 934, San Salvador. WTD 1/17/63.

322 Glass, Glassware

GUATEMALA—Pressed and blown glass products, except containers; requests replies in Spanish. Arriola Hermanos (grocery store merchant), Supermercado Arriola, 8a. Avenida 5-37, Zona 1, Guatemala City. WTD 1/28/63.

SOUTH AFRICA—Domestic glassware; requests replies only from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

326 Pottery, Allied Products

SOUTH AFRICA—Pottery kitchen goods and housewares; requests replies only from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

328 Cut Stone, Stone Products

JAPAN—Processed jasper panels for construction purpose. Japan Jasper Co., Ltd. (mining, processing, exporting jasper panels and ornaments), 5,819 Oaza Sakiyama, Takachiho-cho, Nishi-Usuki-gun, Miyazaki Prefecture. WTD 1/21/63.

335 Rolling, Drawing, Extruding Nonferrous Metals

PAKISTAN—Cables and wires. Exclusive agency. Globe Trade Corp., Ltd. (exporter, manufacturer's agent), Ameejee Valeejee Bldg., Frere Rd., Karachi. WTD 8/21/62.

336 Nonferrous Foundries

SOUTH AFRICA—Cast aluminum kitchenware; requests replies only from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Marine hardware. Robert Lindemann (manufacturer's representative), Korverweg 12, Hamburg-Billstedt.

GUATEMALA—Hand tools. Requests replies in Spanish. Alice Moesly de Weist, Representaciones "RE-AL" (manufacturer's representative), Avenida Simeón Canas 1-56 Zona 2, Guatemala City. WTD 1/31/63.

KENYA—Lock sets, general hand tools. A. Gill & Co., Ltd., (manufacturers' representatives, indent agents), P.O. Box 30193, Nairobi. WTD 1/30/63.

SOUTH AFRICA—General builders' hardware such as door locks, door and cupboard furniture; requests replies from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manfacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

Tools such as carpenters' and engineers' hand tools and instruments. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

Nonelectric can openers, cutlery items, kitchen aids and gadgets; requests replies only from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

343 Heating Apparatus, Plumbing Fixtures

GREECE—Hot water circulators; requests replies from manufacturers only. Commission agency. Stephanos Ch. Pantazides (sales agent), 16 Venizelou El St., Athens. WTD 2/6/63.

KENYA—Plumbers' ware. A. Gill & Co., Ltd. (manufacturers' representatives, indent agents), P.O. Box 30193, Nairobi. WTD 1/20/63.

344 Fabricated Structural Metal Products

GREECE—Oil burners for domestic and industrial use. Requests replies from manufacturers only. Commission agency. Stephanos Ch. Pantazides (sales agent), 16 El. Venizelou Street, Athens. WTD 2/6/63.

SOUTH AFRICA—Sanitary ware, plumbing material; requests replies from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

345 Bolts, Nuts, Washers

SOUTH AFRICA—Bolts, nuts, washers; requests replies from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

346 Metal Stampings

GUATEMALA—Stamped and spun cooking and kitchen household utensils; requests replies in Spanish. Arriola Hermanos (grocery store merchant), Supermercado Arriola, 8a. Avenida 5-37, Zona 1, Guatemala City, WTD 1/28/63.

SOUTH AFRICA—Kitchenware of stamped and spun aluminum, stainless steel, other stamped metals; requests replies only from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

349 Miscellaneous Fabricated Metal Products

SWEDEN—Tube and pipe fittings. Axel Larsson Maskinaffar AB, (importer and sales agent), Gulddragargrand 46, or Box 83, Vallingby 1. WTD 12/4/62.

351 Engines, Turbines

PAKISTAN—Marine diesel engines, inboard, 80 to 200 hp.; requests replies from manufacturers only. Alison-Son & Co. (1949), Ltd. (importing distributor, manufacturer's agent), P.O. Box 102 (GOP), Karachi. WTD 11/20/61.

VENEZUELA—Outboard motors. Vacaciones, C.A. (importer, wholesaler and retailer), P.O. Box 612, or Calle Comercio, Edif. Sarquis Valencia, Edo. Carabobo. WTD 1/15/63.

353 Construction Machinery

NORWAY—Elevators, hydraulic for buildings, car parking facilities; requests replies from manufacturers only. Olsen & Gronvold (manufacturer's agent), 2 Karl Johansgate, Oslo. WTD 11/28/62.

354 Metalworking Machinery

LIBYA—Portable welding equipment. Muftah Dernaui (importing distributor; agent), 29 Sharia Amr Ibn el Ahs, Benghazi. WTD 2/4/63.

SOUTH AFRICA—Light hobby machine tools; requests replies from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

SWEDEN—Electrical wire-strippers. A. Lindholm (importer, wholesaler, manufacturer and sales agent), Wergelandsgatan 2, Bromma. WTD 12/4/62.

Machine tools. Wikman & Malmkjell AB (importer, sales agent), Regeringsgatan 69, Stockholm. WTD 12/10/62.

355 Special Industry Machinery

GUATEMALA—Plastic working machinery and equipment. Hector M. Sierra, Jardines de "Catamarca," Guatemala Tree Fern Co., (industrialist, agriculturist), 23 Avenida 0-95, Zona 7, Guatemala City, WTD 11/22/61.

NORWAY—Machinery for fish processing plants, particularly cleaning, filleting, scaling and de-boning machines; requests replies from manufacturers only. Haalke & Co. (manufacturer's agent), Mollergaten 24, Oslo. WTD 1/28/63.

PAKISTAN—Machinery to manufacture neutral glass. Park Chemical Supplies, Ltd. (importing distributor, manufacturer's agent), P.O. Box 460, or Bank Square, The Mall, Lahore. WTD 10/11/61.

SOUTH AFRICA—Woodworking machinery; requests replies from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

SWEDEN—PVC tubes printing and cutting machines. A. Lindholm, (importer, wholesaler, manufacturer, sales agent), Wergelandsgatan 2, Bromma. WTD 12/4/62.

TURKEY—Textile machinery. Requests replies from manufacturer only. Erko Ticaret ve Sanayi Isletmesi (import-export and retailing), 4 Sehit Fethi Bey Nebiogluhan, Izmir. WTD 1/29/63.

356 General Industrial Machinery

SWEDEN—Pumps and tubing for instruments. Axel Larsson Maskinaffar AB (importer and sales agent), Gulddragargrand 46, or Box 83, Vallingby 1. WTD 12/4/62.

357 Office Machines

BELGIUM—Staplers. Commission agency for Belgium and Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301, avenue de la Reine, Brussels.

PAKISTAN—Office machines such as typewriters, adding and calculating machines, postage meters. Siddiq Sons (importing distributor, manufacturer's agent), Murad Khan Rd., Khori Garden, or P.O. Box 4486, Karachi 2.

358 Service Industry Machines

NETHERLANDS — Laundry equipment, such as washers, extractors, drying tumblers, ironers, presses, folding machines; and machinery for dry cleaning establishments; requests replies from manufacturers only. Technische Handelsonderneming Landuwasco (importer, wholesaler), 60 Willibrorddusstraat, Rotterdam 11.

SOUTH AFRICA—Greasing equipment; requests replies from manufacturers or their sole export houses. C. M. Langton & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

359 Miscellaneous Machinery

NORWAY—Hydraulic remote control equipment for ships and industry, including hydraulic operated tanker valves; requests replies from manufacturers only. A/S Nor-Marine (manufacturer's agent), 5 Lille Grensen, Oslo. WTD 9/20/62.

360 Electrical Machinery

GREECE—Electrical installation materials. Requests replies from manufacturers only. Commission agency. Stephanos Ch. Pantazides (sales agent), 16 El Venizelou St., Athens. 2/6/63.

362 Electrical Industrial Apparatus

LIBYA — Portable welding equipment. Muftah Dernaui (impotring distributor; agent), 29 Sharia Amr Ibn el Ahs, Benghazi. WTD 2/4/63.

363 Household Appliances

GUATEMALA—Parts and accessories for household electrical appliances. Requests replies in Spanish. Alice Mosely de Weist, Representaciones "RE-AL" (manufacturer's representative), Avenida Simeón Canas 1-56, Zona 2, Guatemala City. WTD 1/31/63.

364 Electric Lighting, and Wiring Equipment

GREECE—Lighting fixtures. Requests replies from manufacturers only. Commission agency. Stephanos Ch. Pantazides (sales agent), 16 El Venizelou St., Athens. WTD 2/6/63.

365 Phonograph Records

SAUDI ARABIA—Phonograph records. Requests replies from manufacturers only. Exclusive agency. A. Rajab & A. Silsilah, (importing distributor, wholesaler and retailer), P.O. Box 203, Jidda. WTD 7/28/62.

366 Communication Equipment

AUSTRALIA—Large quantity of recording tape in bulk, to be packaged under Leo Rogaly & Lewis brand name, and marketed in Australia. Leo Rogaly & Lewis Pty., Ltd. (importer, indent agent), 35 Bathurst St., Sydney. WTD 12/2/60.

GREECE — Telephone apparatus, centers for hotels, hospitals. Requests replies from manufacturers only. Commission agency. Stephanos Ch. Pantazides (sales agent), 16 El Venizelou St., Athens. WTD 2/6/63

PAKISTAN—Automatic road traffic signals. Alison-Son & Co. (1949), Ltd. (importing distributor and manufacturer's agent), P.O. Box 102 (GPO), Karachi. WTD 11/20/61.

367 Electronic Components

ECUADOR — Electronic equipment. Sales agency on commission basis and authorized repair facility. Electronica S.A. (importer, dealer, servicer), Calle Flores 662, Quito. WTD 4/20/61.

FRANCE—Connectors: subminiature, temperature and pressure resistant; exceptionally good quality. Exclusive agency. Consortium de Precision Industrielle (importer, wholesaler), 57 ave d'Iena, Paris 16e. WTD 8/2/62.

371 Motor Vehicles, Maintenance Equipment

EL SALVADOR — Automobile parts. L. Matteucci (commission agent), P.O. Box 934, San Salvador. WTD 1/17/63.

Electrical systems for motor vehicles. Requests replies in Spanish. Baterias "Superior" de C.A. (Baltasar Portillo), (storage battery factory), 3a. Calle Poniente & 15 Avenida Norte, San Salvador. WTD 2/63.

372 Aircraft, Parts

AUSTRALIA—Spare parts for all types of aircraft, including standards and hardware. Exclusive agency. Wilmor Pty., Ltd. (importer, retailer), 163 Beauchamp Rd., Matraville, Sydney. WTD 1/21/63.

375 Motorcycles

EL SALVADOR—Very small motorcycles.

Requests replies in Spanish. Baterias "Superior" de C.A. (Baltasar Portillo), storage battery factory), 3a. Calle Poniente & 15 Avenida Norte, San Salvador. WTD 2/63.

381 Laboratory, Scientific Instruments

GERMANY—All kinds of laboratory instruments for industrial, chemical, biological, research and control laboratories; especially lines of laboratory measuring and recording instruments and new laboratory supplies; requests replies from manufacturers only in German. Dr. Ing. Kurt Schmalfuss (manufacturer, importer, exporter, wholesaler, agent), P.O. Box 138 or Mayennerstr. 9, 705 Waiblingen.

PAKISTAN—Laboratory instruments. Park Chemical Supplies Ltd., (importing distributor, manufacturer's agent), P.O. Box 460, or Bank Square, The Mall, Lahore. WTD 10/11/61.

SWEDEN—High temperature tubes and sleeving. A. Lindholm (importer, wholesaler, manufacturer, sales agent), Wergelandsgatan 2, Bromma. WTD 12/4/62.

382 Instruments for Measuring Physical Characteristics

SWEDEN—Measuring instruments. Wikman & Malmkjell AB (importer and sales agent), Regeringsgatan 69, Stockholm. WTD 12/10/62.

384 Surgical Instruments, Protective Clothing

GREECE—Personal radiation protection equipment. A.B.E.P.—H. Johanides (agent), 273 Acharnon St,. Athens. WTD 1/30/63.

MOROCCO—Sterile gauze; requests replies from manufacturers only, in French. Levy Jacques Pharmacie du Caducee (importer, wholesaler, retailer), 337 boulevard Mohammed V, Casablanca. WTD 9/17/62.

386 Photographic Equipment

PAKISTAN—Photocopying machines. Siddiq Sons (importing distributor, manufacturer's agent), Murad Khan Rd., Khori Garden, or P.O. Box 4486, Karachi 2.

SWEDEN—Pre-sensitized offset, plates. Vector Maskin AB (importer, wholesaler and sales agent), Kungsgatan 18, Stockholm C. WTD 12/17/62.

391 Jewelry, Silverware, Plated Ware

GUATEMALA—Silverware, hollowware, plated ware. Requests replies in Spanish. Alice Moesly de Weist, Representaciones "RE-AL" (manufacturer's representative), Avenida Simeón Canas 1-56, Zona 2, Guatemala City. WTD 1/31/63.

394 Toys, Amusements, Sporting Goods

AUSTRALIA—Hobby kits of all descriptions. Exclusive agency. Leo Rogaly & Lewis Pty., Ltd. (importer, indent agent), 35 Bathurst St., Sydney. WTD 12/2/60.

GERMANY—Mechanical toys and games; prefers replies in German. Richard and Werner Scharf (manufacturer's agent), Froschhausen, Krs. Offenbach/Main, Feldstr. 14.

Camping and outdoor equipment of all kinds, including stoves used outdoors (kerosene), tents; camping furniture; prefers replies in German. Richard and Werner Scharf (manufacturers' agent), Froschhausen, Krs. Offenbach/Main, Feldstr. 14.

GUATEMALA—Games and toys, except dolls and children's vehicles; stuffed toy animals. Requests replies in Spanish. Alice Moesly de Weist, Representaciones "RE-AL" (manufacturer's representative), Avenida Simeón Canas 1-56, Zona 2, Guatemala City. WTD 1/31/63.

VENEZUELA—Articles for hunting, fishing and camping. Vacaciones C.A. (importer, wholesaler and retailer), P.O. Box 612, or Calle Comercio, Edif. Sarquis, Valencia, Edo. Carabobo. WTD 1/15/63.

395 Office, Artists' Materials

BELGIUM—All kinds of articles for drawing; novelties in this field. Commission agency for Belgium and Luxembourg. Manufacture Belge des Encres Bouchon (manufacturer, wholesaler), 301 avenue de la Reine, Brussels.

ECUADOR—Typewriter ribbons, carbon paper, pencils. Editorial Chimborazo S.A. (importer, distributor, job printer), Calle Benalcazar 687 or P.O. Box 345, Quito.

396 Costume Jewelry

JAPAN—Costume jewelry made from jasper, such as tiepins, cufflinks, broaches. Japan Jasper Co., Ltd. (mining, processing, exporting jasper panels and ornaments), 5,816 Oaza Sakiyama, Takachiho-cho, Nishi-Usuki-gun, Miyazaki Prefecture. WTD 1/21/63.

NORWAY—Hairdressers' and barbers' articles, such as electric hair cutters, trimmers, combs and brushes, hair clips and curlers, nets, tweezers, and related products; requestst replies from manufacturers only. H.O. Lund (manufacturer's agent), 62b Blindernveien, Blindern, Oslo. WTD 11/28/62.

399 Manufacturing Industry Products

CANADA—Advertising novelties. Exclusive agency. Abatt Agencies, Ltd. (manufacturer's agent), 6605 Fraser St., Vancouver 15, B. C.

509 Wholesaler Products

SOUTH AFRICA—Cotton waste. C. M. Langston & Partners (Pty.), Ltd. (manufacturer's agent), 61 Sturks Bldg., 52 Long St., Cape Town.

781 Motion Pictures

SAUDI ARABIA—Motion picture films. Exclusive agency. A. Rajab & A. Silsilah (importing distributor, wholesaler, retailer), P.O. Box 203, Jidda. WTD 7/28/62.

Leads for Importers

Commodities are offered direct unless specified.

019 Commercial Farm Products

ETHIOPIA—Top quality Ethiopian red pepper (Capsicum); also some 200 tons of sunflower seed for bird feed in very near future. Ministry of National Community Development of the Imperial Ethiopian Government, P.O. Box Urael No. 1, Addis Ababa.

CAMBODIA—1,000 tons of high-quality white and black Cambodian pepper. M. Dang Thai Dan, Secretaire-General, Chambre Mixte de Commerce et d'Agriculture du Cambodge 2, Vithei Baksei Chamkrong, Phnom Penh.

203 Canning, Preserving Fruits, Vegetables, Seafoods

TURKEY—Wide variety of canned foods. Will rely on U.S. firm to market products of this concern in world markets in cooperative venture. Ermis Konservalari, 54 Ayvan Saray Caddesi, Istanbul. For list of products manufactured by Ermis write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

204 Grain Mill Products

ARGENTINA—Cassava starch (tapioca) and byproducts. Primera Fábrica Argentina de Fecula de Mandioca, Raúl Pedro Fernicola, S.A., Libertador General San Martín, Province of Buenos Aires. WTD 1/8/63.

222 Broad Woven Fabric

GERMANY—Woven fabrics for ladies' and men's coats and dresses of wool, mohair, camel hair, also worsted yarn and fibres (New York area only). Calwer Decken-und Tuchfabriken AG., Calw/Wuerttemberg.

223 Broad Woven Fabrics, Wool

GERMANY—Woolen blankets for camping and household, particularly blankets of camel hair (entire U.S.). Calwer Decken-und Tuchfabriken AG., Calw/Wuerttemberg.

229 Textile Goods

ENGLAND—Nottingham lace made on weavers machines. Laces & Trimmings Division, Raywarp Textile, Ltd., Alfred St. North, Nottingham. WTD 2/8/63.

251 Household Furniture

GERMANY—Kitchen furniture. Fritz Osterloh, 7254 Muenchingen/Wuerttemberg, Daimler-Strasse 20. WTD 1/14/63. For catalogue write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

254 Store Fixtures

GERMANY—Store equipment. Fritz Osterloh, 7254 Muenchigen/Wuerttemberg, Daimler-Strasse 20. WTD 1/14/63. For catalogue write to Commercial Intelligence Division, BIC, Room 1310, U.S. Department of Commerce, Washington 25, D.C.

281 Industrial Chemicals

GERMANY—Cyclopentanone and other cyclic ketones; malonic ester derivatives and related products such as L-methyl butyl diethyl malonic ester W-chloracetophenone; and nitrils, such as malonic dinitrils. All through U.S. sales representative. Technochemie GMBH, 1b Heiligenbergstrasse, 69 Heidelberg.

325 Structural Clay Products

JAPAN—Japanese ceramic tiles. Binko

Sangyo Co., Ltd., Yamato Bldg., Miyukihommachi-Dori, Nakaku, Nagoya. WTD 5/4/59.

329 Abrasives, Nonmetallic Mineral Products

GERMANY—Abrasives made of aluminum oxide, silicon carbide and glass. Mineralien Mahlwerk Kuppenheim, Fritz Minhardt, Kuppenheim/Baden, Adlerstrasse 8. WTD 1/8/63.

349 Fabricated Metal Products

GERMANY—Firm wishes to appoint sales agent or importing distributor for its special devices used by steam generating and steam consuming industries—steam traps, de-mineralizing and de-sludging valves for steam boilers, condensate flow control-devices, and non-return valves, all designed to enhance economic use of steam as heat carrier. Several of these products are covered by U.S. patents. Agent or distributor must be qualified to advise customers on technical questions. Gustav F. Gerdts KG., 130 Hemmstrasse, Bremen (P.O. Box 250). WTD 1/31/63. For leaflet depicting the firm's products write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

354 Metalworking Machinery

HONG KONG—Steel molds for plastic industry. Frederick Pordes & Co., Ltd., 209/210 Gloucester Bldg., P.O. Box 596, Hong Kong. WTD 2/16/63.

GERMANY—"Mapal" adjustable reamers. Mapal Fabrik fuer Praezisionswerkzeuge Dr. Kress KG., 708 Aalen/Wuerttemberg. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

362 Electrical Industrial Apparatus

HONG KONG—Polystyrene film capacitors. Frederick Pordes & Co., Ltd., 209/210 Gloucester Bldg., P.O. Box 596, Hong Kong. WTD 2/16/63.

SWEDEN—Electric motors. Hagglund & Soner AB, Ornskoldsvik. WTD 12/19/62.

363 Household Appliances

GERMANY—Electrically refrigerated bar cabinets for household and office use. Asperger Werkstaetten, Moebelfabrik Carl Fink oHG, 7144 Asperg/Wuerttemberg, Bahnhofstrasse 28. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

371 Motor Vehicle Equipment

GERMANY—Brake linings and clutch facings released by leading European automobile factories. PAG presswerk A.G. 1453 Postfach, 43 Essen-Bergeborbeck. WTD 8/10/62. For catalogue write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

373 Ship, Boat Building

ITALY—Small-lot manufactured, twin engine inboard, high-speed, pleasure boats of wood and light alloy size from 25 to 60 ft. Cantieri Navali Italcraft, S.N.C., Via F. Denza 52, Rome.

399 Manufacturing Industry Products

HONG KONG—Ladies' handbag frames made from brass and steel. Frederick Pordes & Co., Ltd., 209/210 Gloucester Bldg., P.O. Box 596, Hong Kong WTD 2/16/63.

599 Retail Store Products

IRAN—Etched copper and silver handicrafts; ceramic coated copper and silver handicrafts and ceramic tiles. Mahmud Akhavan-Saraf, Seraye Mokhless, Isfahan. WTD 2/12/63.

TURKEY—White block meerschaum pipes; copper and brass wares, ceramics, dolls and other novelty and gift articles; hand-woven silk cloth, for bedspreads, draperies, ladies' dresses, shawls; famous Turkish rugs, kilims, mohair rugs. Vecdi Diker, Kadri Han, Parmakkapi Beyoglu, Istanbul. WTD 6/12/56. For list of articles write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—John S. Sanders, representing John Wiper, Ltd., 50-60 Chapel St., Norwood, South Australia, interested in purchasing **machinery for use in manufacture of pickles, sauces and condiments** and would like to see food machinery in operation in food manufacturing plants. March 8 via San Francisco for 2 weeks; c/o Australian Trade Commissioner, 350 Post St., San Francisco 8, Calif. Itinerary: San Francisco.

CHILE—Rodolfo May Muller, representing Industrias Eléctricas Hess May, S.A., Santiago de Chile, Teatinos 425, interested in **importing in general**, possibly acting as **agent of U.S. firms**, especially in technical field—also basic commodities as agreed in Agricultural Surplus Program, and requesting technical information in general and especially in intercommunication (radio) field suitable to complement telephone line (microwave, short wave). In March via Miami for 4-5 months; Department of Commerce Field Office, 408 Ainsley Bldg. 14 N.E. First Ave., Miami 32, Fla. Itinerary: Miami.

FRANCE—Franck Cazenave, representing Etablissements Cazenave, Belin, Gironde, interested in establishing contacts with U.S. firms, preferably with potential direct importers, interested in **racing bicycles, chain-driven and power-bicycles** and related products, such as are manufactured at Belin; also in initiating negotiations, in view of licensing agreements and/or arrangements for joint-venture operations in Europe, with U.S. companies of good standing which might be interested in services and plant facilities offered at Belin in following fields of industrial activities: fabrication of bicycles, mopeds, motorcycles, and accessories; tube fabrication, bending, forming and finishing; pig-iron founding and casting; sawmill operations, such as production of flooring and of wooden boxes and crates; manufacture of road-trailers and semi-trailers, and related truck equipment. Feb. 26 via Chicago for 3 weeks; c/o French Commercial Counselor, Francois Gavoty, 1001 Connecticut Ave., Washington 6, D.C. (From March 14 on). Itinerary: Chicago, Milwaukee, Minneapolis, San Francisco, Los Angeles, San Diego, Denver, Houston, New Orleans, Miami, Nashville, Washington, New York.

Pierre Cuerin, representing La Samaritaine, 75 rue de Rivoli, Paris, interested in obtaining **merchandise for special showing of U.S. products** to be presented by La Samaritaine in October, 1963. Feb. 23 via New York for 3 weeks; Barbizon Plaza Hotel, New York, N.Y. Itinerary: New York, Washington.

Mr. Parucci (business address: La Generale, 10 ave. de la Victoire, Nice), representing Federation Nationale des Agents Immobiliers, 163 rue Saint-Honoré, Paris, interested in **real estate** and requesting technical information on financing of housing construction, credit system, government aid to builders and buyers in U.S. March 10 via San Francisco for several weeks; c/o Consulate of France, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, Washington, Philadelphia, New York.

GERMANY—Herbert Schwind, representing the Herbert Schwind Co., 33 Herstall-Strasse, Aschaffenburg/Main, interested in contacting manufacturers of **ophthalmologic instruments; therapeutic instruments for ophthalmology**, and **diagnositic instruments** for eye specialists, and requesting technical information on same. March 11 via New York for 17 days; Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Petersburg (Va.), Chicago, New York.

ITALY—Lamberto Baviera, representing Europavia—Italia S.p.A., 12 Via Paisiello, interested in **electronic equipment for aviation, data handling and components** and requesting technical information on new developments in electronic equipment. March 20 via New York for 20 days; c/o Italian Commercial Counselor, 666 Fifth Ave., New York 19, N.Y. Itinerary: New York, Washington, Chicago, San Francisco, Los Angeles and San Diego.

Aurelio Cassinelli, representing Temacielo Shipping Agency, 7/3, Via S. Agnese, Genoa, interested in contact with U.S. firms to obtain **agency for sale of U.S. fire clay, coloring earth, pearlite, lampblack, synthetic rubber, chemical products, animal fodder, meat meal, turpentine, steel and titanium oxide**, and to locate **sales agent in U.S. for sale of ladies shoes**, and requesting technical information on U.S. international trade regulations. Late March via New York for 30 days; c/o Lea-Lanes Shipping Co., Inc., 26 Broadway, New York 4, N.Y. Itinerary: New York, Atlanta, Savannah, New Orleans, Dallas, Houston.

JAPAN—Chuichi Yamase, representing C. Itch & Co., Ltd., 36 Hon-machi 2-chome, Higashi Ku, Osaka, interested in **communications and telecommunication equipment.** Wishes to visit most modern post office facilities in New York City. March 10 via San Francisco for 2 weeks; C. Itch & Co. (America) Inc., 5th Floor, ITT Bldg., 320 Park Ave., New York 22, N.Y. Itinerary: San Francisco, Los Angeles, New York.

MOROCCO—Jacques Saadoun, representing Etablissements Simon Saadoun, 8, rue Mezergues, Casablanca, interested in importing **canned food, confectionery, crackers, cookies, chocolate finished products, plastic household aprons, and table covers.** In March via New York for 3 weeks; New York Department of Commerce Field Office, Empire State Bldg., 61st Floor, 350 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, Boston.

NETHERLANDS—H. L. Ofman, representing Geesink, N.V., 124 Nieuwstraat, Weesp, interested in **fire fighting equipment; garbage disposal trucks; street cleaning equipment** and requesting technical information on above equipment. Feb. 18 via New York for 30 days; Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, Detroit, Philadelphia.

NORWAY—Jardar Bech, representing H. Clausen, 5 Henrik Ibsensgate, Oslo, in-

terested in purchasing **steel strapping machinery and steel strapping, and industrial pneumatic stitching machines.** March 14 via New York for 3 weeks; Wellington Hotel, New York; Sheridan Hotel, Chicago; Netherland Hilton, Cincinnati. Itinerary: New York, Chicago, Cincinnati.

Olav Paus, representing Paus & Paus A/S, 14 Kongensgate, Oslo, interested in purchasing **chemicals and raw materials for chemical industry, and machinery and equipment for paper, pulp and plastic industries.** Feb. 24 via New York for 4½ weeks; New Weston Hotel, 50 Madison St., New York, N.Y. Itinerary: New York.

SCOTLAND—Lawrence Maitland, representing Carron Co., Falkirk, Scotland, interested in exploring possibilities for manufacturing arrangements with U.S. firm (either under license or jointly). March 1 via New York for 15 days; New Western Hotel, 69th St., and Madison Ave., New York, N.Y. Itinerary: Washington (March 6-7), Cleveland (March 9-11), Detroit or Chicago if necessary.

SYRIAN ARAB REPUBLIC—Souheil Moudarres, representing Souheil Moudarres (Partnership), P.O. Box 206, Aleppo, interested in **import agencies of agricultural equipment, laundry and drycleaning equipment** and requesting technical information on **sprinkler irrigation systems, and laundry and drycleaning business.** Feb. 24 via New York for 3 weeks; Postan & Miller Mfg. Co., Spokane, Washington. Itinerary: New York, Spokane, Washington, others.

VENEZUELA—Denis A. León, Espumas Plásticas Venezolanas, C.A., Calle El Samán, Boleita, Caracas, Aptdo. 12, 944, interested in purchase of **machinery for fabricating and producing polyurethane (polyether) foam** and requesting technical information on same. March 14 via New York for 2 or 3 days; Sheraton Atlantic, 84th St., New York, N.Y. Itinerary: New York.

Korean Government wants supply of grass seeds

The Republic of Korea is inviting bids for the supply and delivery of various types of grass seeds in the amount of $22,115.

Invitation KFX-3010-N, project 63-18, includes Ladiono and red clover, orchard grass and tall fescue seeds. Source is worldwide.

Offers for delivery in Pusan, either f.a.s. (f.o.b.) vessel port of loading, c.&f. or c.i.f., port of discharge Korea, at buyer's option, should reach the Office of Supply, Government of the Republic of Korea, Seoul, before 10 a.m. March 18.

Copies of the above invitation, including terms and conditions, are available to U.S. firms from BDSA's Trade Opportunity Section, Commodity Export Promotion Staff, Room 4319, Department of Commerce, Washington 25, D.C.

Government of Iraq asks bids for supply of radiosondes

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, is inviting bids, on behalf of the Directorate General of Civil Aviation, for the supply of 174 radiosondes complete with accessories.

Delivery preferably would include dry cell batteries. The frequency band should be in the range 23.6-26.0 mc.

Closing date for bids under tender 66/1962 is April 7. Tender documents and specifications are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Australian company offers export promotion service

The Monier C. C. Die Castings Pty., Ltd., is offering extensive assistance to U.S. firms interested in exporting to Australia. The company, one of the largest firms in Australia, is a division of the large holding company of the Monier Group which includes 81 subsidiary companies and 3 associated companies.

The largest die-casting organization in Australia, the firm claims to have the capital, experience, capacity, and know-how to develop sales in the fields of radio, electronics, hardware, automobiles, household appliances, and office machinery.

Correspondence should be addressed to the company at 52-60 Belmore Road, Punchbowl, N.S.W. Australia.

A World Trade Directory report dated 10/2/62 is abailable from the Commercial Intelligence Division. Additional data is available upon request from the Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-2498).

Greek Government to build complete power plant

Greece plans to invite bids for construction of a complete thermal electric generating plant for the Ptolemais Steam Electric Station, Unit 3, inquiry No. DMPM-155. This includes design, supply of equipment, erection, contract services, and preliminary start-up of a 125,000-kw. steam turbine generating plant consisting of one 125-mw. turbo alternator, one 400-ton-an-hour steam generator, one 150-kv. switchyard equipment, and switchgear and ancillary materials. Financing for all or part of the foreign exchange requirements is required.

One set of specifications and drawings is available for review in Room 4124, Power & Electric Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. Tender documents will be available when the bid deadline is announced from Public Power Corp., 30 Chalkokondyli St., Athens 102, Greece.

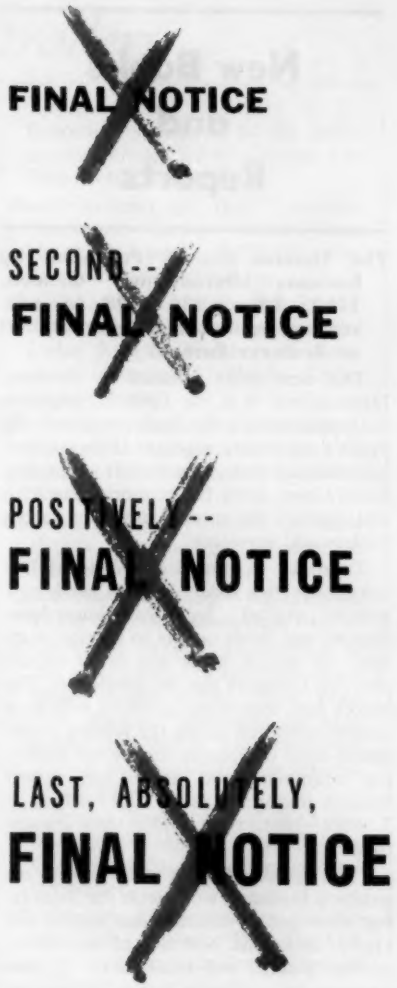
New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Austria.
Business Firms—Cambodia.
Clothing Manufacturers—Republic of South Africa.
Motor Bus Lines and Transport Companies—Australia.



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New Books and Reports

***The Spanish Report.* Published by Business International. Geneva, 1963. 73pp. $35 ($28 to subscribers to Business International or Business Europe).**

This new study released by Business International S.A. in Geneva, explores the opportunities for business growth in Spain's expanding market. It shows how international firms can benefit by joining Spain's new drive for economic strength and outlines the specific problems facing traders and investors.

To make its ambitious National Development Plan succeed, Spain needs new private capital, technical know-how, tourists and fresh outlets to foreign markets. In return, trade and profit expansion for investors can be developed. The report says that manufacturers will have almost unlimited scope for joining established local companies and those supplying equipment and goods can expect Spanish imports to reach $2.23 billion in 5 years—more than double their present total.

"The Spanish Report" tells how to organize a business, work with the local labor force and Syndicates, find capital and credit, make the best use of incentives, protect patents and trademarks. It also explains the confusing variety of national and local tax regulations.

In the U.S., "The Spanish Report" may be obtained from Business International, 200 Park Avenue South, New York 3, N.Y.

***1963 World Trade Data Yearbook.* Published by Dun and Bradstreet. New York, 1963. $3.**

The 1963 World Trade Data Yearbook, a handbook of information on world markets and foreign trade compiled by the International Trade Review, has been published by Dun & Bradstreet.

The Yearbook surveys current export credit terms, provides information on sales terms, collection procedures, overseas buying agencies, international advertising agencies, and postal rules and rates. In addition, it contains a world-wide steamship directory, international air services, passport and related requirements for commercial travelers, among other information essential to firms with international commercial dealings.

Features include "Names Behind the Initials"—an identification of international agencies and associations—and advice on such problems as sources of free help in planning foreign investments, international media, conversion factors, and U.S. banks active in world trade. A listing of Webb Act Associations and information on protesting drafts are included for the first time.

The Yearbook is available through Dun & Bradstreet, 99 Church Street, New York 8, N.Y.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington 1962-63. Annual subscription $18 ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Import Tariff System of Ireland. OBR 62-38. 2pp. Lists units of currency, weight and measure; bases of specific and ad valorem duties; method of duty payment; preferential duties; the package tax; sales and other internal taxes; consular duties and fees, trade restrictions and other special regulations.

Investment Factors in India. OBR 62-40. 26pp. Answers 98 questions most frequently asked by prospective investors in India, grouped under the following categories: scope and growth of private foreign investment; fields for investment; evaluating the market; investment hurdles; the screening process; capitalizing the foreign investment; other remuneration in equity and licensing agreements; financial hurdles; control of the enterprise; choice of partners; taxation; security of capital and patents; operating freedom for the enterprise; operating facilities in India; and, investment factors. Appendices list the U.S. firms licensed to undertake their initial operations in India between January 1960 and June 1962, and contain the pertinent legislation relating to tax incentives designed to encourage industrial development.

Licensing and Exchange Controls of the Federation of Rhodesia and Nyasaland. OBR 63-12. 5pp. Covers controls by area within the Federation, controls by product, the Federation's controls, and U.S. control on trade with the Federation. An appendix lists the food products for which the Ministry of Agriculture must issue an import license.

Import Tariff System of the Republic of Rwanda and the Kingdom of Burundi. OBR 63-17. 2 pp. Contains the same type of information as the above entry on Ireland.

Import Tariff System of Peru. OBR 63-19. 4pp. Also contains the same information as the Irish item.

Foreign Tariff of the Philippines, 1960-61. OBR 63-29. 8pp. A tabular listing by country and commodity, with special emphasis on the U.S.

U.S. Foreign Trade—November 1962. OBR 63-41. 12pp. A statistical treatment containing 10 different tables.

***Annual Abstract of Statistics for the United Kingdom, No. 99, 1962.* Prepared by the Central Statistical Office, London, 1962. 324pp. $4.50.**

The British counterpart to our Statistical Abstract, this book contains a wealth of information which could prove useful to the American businessman studying the United Kingdom market.

It can be obtained from the Sales Section of the British Information Services, 845 Third Ave., New York 22, N.Y.

***Marconi's International Register—63d.* ed. Jointly published by the Marconi International Code Co. and Telegraphic Cable and Radio Registrations, Inc. 1963. $20.**

The 63d annual edition of Marconi's International Register lists alphabetically more than 50,000 names, with postal and cable addresses and an indication as to the type of industry, service, or profession.

Indexed in English, French, German, and Spanish, the book arranges names under classified headings and groups them according to countries. The 1,600-page directory also provides a legal section giving attorneys and counselors according to their specialties, and lists trade names, brands, and trademarks with type of product and name and address of producer.

The directory may be purchased for $20 postpaid from Telegraphic Cable & Radio Registrations, Inc., 280 Broadway, New York 7, N.Y.

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Calendar *for international traders*

March

12—American Foreign Insurance Assn.'s Economic Research Roundtable, **New York, N.Y.**

12—Springfield Export Sales Managers Assn. Dinner Meeting. Betty's Old Towne House, **Agawan, Mass.**

12—Monthly meeting, Automotive Exporters Club of **Chicago, Ill.**

12—Export Expansion Workshop for Industrial Management Corporation Subsidiaries, **Memphis, Tenn.** (Rescheduled from Feb. 13).

12-13—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce.

13—Business Conference celebrating 75th Anniversary of Chico State College, **Chico, Cal.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

13—Minnesota World Trade Assn. Monthly Dinner Meeting. Minneapolis Athletic Club, **Minneapolis, Minn.**

14—Monthly Luncheon Meeting of the Overseas Automotive Club, Shelburne Hotel, **New York, N.Y.** Subject: "How a Trade Assn. can help the U.S. Government Expand Exports."

14—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

14—Monthly Meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—Export Expansion Seminar for Businessmen and State Officials, Commodore Perry Hotel, **Austin, Tex.** Sponsors: U.S. Dept. of Commerce and others.

14—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Miami, Fla.** Sponsor: U.S. Dept. of Commerce.

14-15—Businessmen's Consultations with Members of the U.S. Trade Missions to Italy and Spain. **Boston, Mass.** Sponsor: U.S. Dept. of Commerce.

15—Industry-Government Business Opportunity Seminar, Ward Hotel, **Fort Smith, Ark.** Sponsors: Fort Smith Chamber of Commerce, Small Business Admin. and Dept. of Commerce.

15—Southern California Business Conference, Biltmore Hotel, **Los Angeles, Cal.** Sponsors: Univ. of Southern California and S. Cal. Regional Export Expansion Council. Speakers: Neil C. Hurley, Chairman, National Export Expansion Council; Eugene M. Braderman, Director, Bureau of International Commerce.

17—International Trade Meeting, National Assn. of Secondary Industries 50th Anniversary Dinner, Americana Hotel, **New York City.** Speaker: Jack N. Behrman, Asst. Secy. of Commerce for Domestic and International Business.

18-22—Fourteenth Annual Institute on Foreign Transportation and Port Operations. **New Orleans, La.** Sponsor: Tulane University School of Business Administration.

19—First of 6 weekly "Seminars on Principles and Techniques in Exporting," for firms or executives new to the field. La Salle Hotel, **Chicago, Ill.** Sponsor: International Trade Club of Chicago.

19—"Mechanics In Exporting" Seminar (first of 5 weekly sessions). **Laurel Mountain, Pa.** Sponsors: U.S. Dept. of Commerce and others.

19—Annual Rhode Island World Trade Conference, Colony Motor Hotel, **Cranston, R.I.** Sponsors: World Trade Club of Greater Providence Chamber of Commerce; and others.

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.** Speaker: Dr. Jack Bearman, Asst. Secy. of Commerce for Domestic and International Business.

19—Profits In Export Conference, St. George Hotel, **Brooklyn, N.Y.** Sponsors: New York Regional Export Expansion Council; Port of New York Authority; U.S. Dept. of Commerce.

19—Memphis World Trade Club Meeting, Hotel Claridge, **Memphis, Tenn.**

19—First Session of 6-week Seminar on Principles and Techniques of Exporting, sponsored by the International Trade Club of Chicago. La-Salle Hotel, **Chicago, Ill.**

19—Symposium on the "European Electronics Market." Statler-Hilton Hotel, **Washington, D.C.** Sponsor: Electronic Industries Assn.

19—Monthly Luncheon Meeting of the Foreign Trade Bureau of the Cedar Rapids Chamber of Commerce. Roosevelt Hotel, **Cedar Rapids, Iowa.**

22—Export Expansion Workshop, Clarksville-Montgomery County Chamber of Commerce, **Clarksville, Tenn.**

26—World Trade Council Monthly Export Counseling Conference. **Pittsburgh, Pa.**

26—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

26-27—46th. Annual Convention of the International Executives Assn. Hotel Statler Hilton, **New York, N.Y.** Theme: "Managing and Marketing to Match Tomorrow-New Trends and Techniques in International Business."

28—World Trade Club of **St. Louis, Mo.** Dinner Meeting, Cheshire Inn. Co-sponsor: St. Louis Foreign Credit Chapter.

28—Meeting of **Bossier City, La.** Rotary Club. Subject: "How the U.S. Dept. of Commerce Serves Business in International Trade."

April

2—Seminar on Trade Prospects with the European Common Market, Univ. of Southern Mississippi, **Hattiesburg, Miss.** Sponsors: Regional Export Expansion Council and U.S. Dept. of Commerce.

3-4—Export Trade Institute, **Iowa City, Iowa.** Sponsors: University of Iowa, Small Business Administration and U.S. Dept. of Commerce.

4—FCIA Conference, **New York, N.Y.** Speaker: Pres. H. G. Sheehy of FCIA. Sponsor: Packaging Machinery Manufacturers Inst.

4—Annual World Trade Conference. Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland Chamber of Commerce and Cleveland World Trade Assn.

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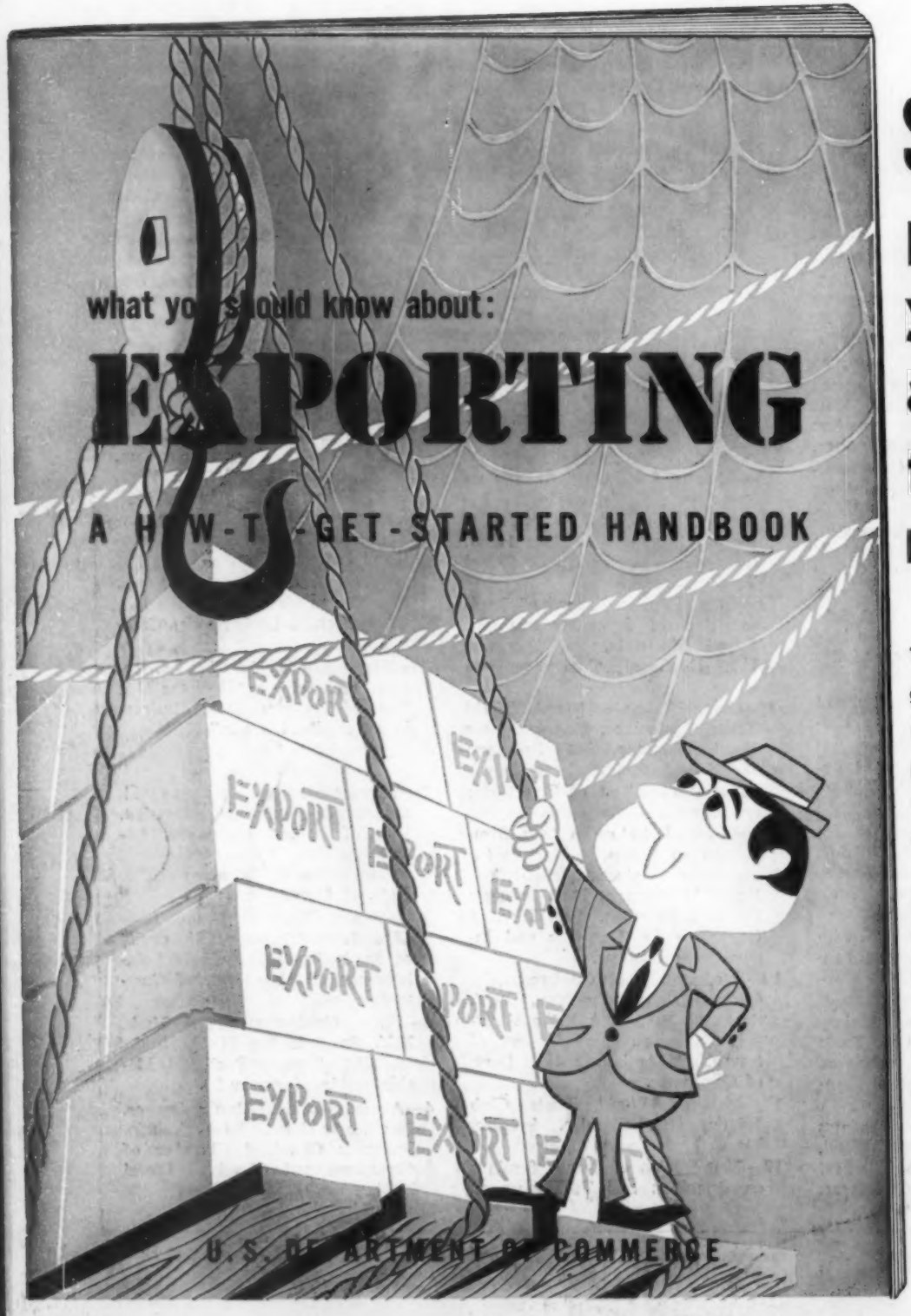

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